

# MICHIGAN TRADESMAN

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VOL. XII

GRAND RAPIDS, DECEMBER 19, 1894.

NO. 587

## G. H. BEHNKE,

WHOLESALE

Flour, Feed, Grain, Hay, Straw, Etc.

CAR LOTS A SPECIALTY.

Will make up mixed Cars on Application. First Quality Goods at Lowest Prices Guaranteed.

Try my **Fancy Straight Flour.**

It's the newest thing. Contains more nutriment and makes whiter bread than any other flour.

Thoroughbred Poultry Stock and Eggs. Poultry Supplies.

Office Telephone, 112-1R. 30 East Bridge St., Cor. Kent St.,  
GRAND RAPIDS, MICH.

GRAND RAPIDS

BRUSH COMP'Y,



MANUFACTURERS OF

BRUSHES

GRAND RAPIDS MICH

Our Goods are sold by all Michigan Jobbing Houses.

EDWARD A. MOSELEY,  
TIMOTHY F. MOSELEY.

Established 1876

MOSELEY BROS.

Jobbers of

SEEDS, BEANS, PEAS, POTATOES, ORANGES and LEMONS.

Egg Cases and Fillers a Specialty.

26, 28, 30 and 32 Ottawa St., GRAND RAPIDS, MICH.

To the Retail Shoe Dealers===

Our line is complete in Boots, Shoes, Rubbers, Felt Boots, Socks, Etc., for your fall and winter trade. Place your orders with us now and get the best to save money. Our Celebrated Black Bottoms in Men's Oil Grain and Satin Calf, tap sole in Congress and Balmorals, are the leaders and unsurpassed.

Our Wales-Goodyear Rubbers are great trade winners.

Mail orders given prompt attention.

HEROLD-BERTSCH SHOE CO.,  
GRAND RAPIDS, MICH.

ABSOLUTE TEA.

The Acknowledged Leader.

SOLD ONLY BY

TELFER SPICE CO.,

GRAND RAPIDS, MICH.

WE SELL

Boston Belting Co.'s	=	Rubber Belts, Etc.,
H. Disston & Sons'	=	Saws,
E. C. Atkins & Co.'s	=	Saws,
H. R. Warthington's,	=	Steam Pumps,
A. G. Spalding & Bros.'	=	Sporting Goods,
L. Candee & Co.'s	=	Rubber Boots and Shoes.

Mill and Fire Department Supplies.

Manufacturers of Pure Oak Short-lap Leather Belting.

Jobbers of Skates. Large Stock. Low Prices.

STUDLEY & BARCLAY, Grand Rapids Mich.

4 MONROE ST.



PERKINS & HESS,

DEALERS IN

Hides, Furs, Wool & Tallow,

Nos. 122 and 124 Louis Street, Grand Rapids, Michigan.

WE CARRY A STOCK OF CAKE TALLOW FOR MILL USE.

VOIGT, HERPOLSHEIMER & CO.,

Wholesale

DRY GOODS and NOTIONS

Mackinaw Coats and Lumbermen's Outfits.

Specialty of Underwear and Over Shirts.

Overalls of Our Own Manufacture

Grand Rapids, - - Mich.

Do You Want Some Nice



CANDY

for holiday trade? You can find it in great variety and right prices at

A. E. BROOKS & CO., 5 & 7 Ionia St., Grand Rapids, Mich.

# Oyster Crackers

Are now in season. We manufacture } All Kinds.

## SEARS' SALTINE WAFER or SQUARE OYSTER,

A rich, tender and crisp cracker packed in 1 lb. cartoons with neat and attractive label. Is one of the most popular packages we have ever put out.

Try Our

## ENGLISH FRUIT CAKES

Handsome embossed packages,  $\left\{ \begin{array}{l} 1 \text{ lb. } \$2.40 \text{ per doz.} \\ \text{packed 2 doz. in case} \end{array} \right. \left\{ \begin{array}{l} 2 \text{ lb. } \$4.80 \text{ per doz.} \end{array} \right.$

These goods are positively the finest produced and we guarantee entire satisfaction.

SEND US YOUR HOLIDAY ORDERS

## New York Biscuit Co.,

S. A. SEARS, Manager,  
GRAND RAPIDS, MICH.

## Spring & Company,

IMPORTERS AND WHOLESALE DEALERS IN

Dress Goods, Shawls, Cloaks,  
Notions, Ribbons, Hosiery,  
Gloves, Underwear, Woolens,  
Flannels, Blankets, Gingham,  
Prints and Domestic Cottons

We invite the attention of the trade to our complete and well assorted stock at lowest market prices.

## Spring & Company.

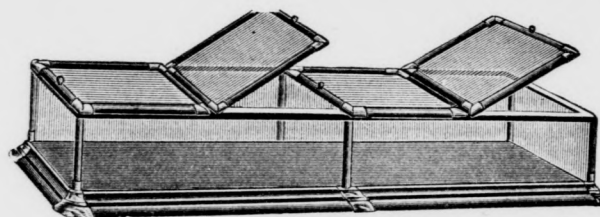
## Duck Coats and Kersey Pants

We manufacture the best made goods in these lines of any factory in the country, guaranteeing every garment to give entire satisfaction, both in fit and wearing qualities. We are also headquarters for Pants, Overalls and Jackets and solicit correspondence with dealers in towns where goods of our manufacture are not regularly handled.

Lansing Pants & Overall Co.,  
LANSING, MICH.

## HEYMAN COMPANY,

Manufacturers of Show Cases of Every Description.



FIRST-CLASS WORK ONLY.

33 and 35 Canal St., Grand Rapids, Mich.  
WRITE FOR PRICES.

## Standard Oil Co.,

GRAND RAPIDS, MICHIGAN

DEALERS IN

Illuminating and Lubricating

=: OILS :=

Naptha and Gasolines.

Office, Hawkins Block.

Works, Butterworth Ave.

BULK WORKS AT

GRAND RAPIDS,  
BIG RAPIDS,  
ALLEGAN,

MUSKEGON,  
GRAND HAVEN,  
HOWARD CITY,

MANISTEE,  
TRAVERSE CITY,  
PETOSKEY.

CADILLAC,  
LUDINGTON,

Highest Price Paid for

EMPTY CARBON & GASOLINE BARRELS.

LEMON & WHEELER COMPANY.

Importers and

Wholesale Grocers

Grand Rapids.



# MICHIGAN TRADESMAN

VOL. XII.

GRAND RAPIDS, WEDNESDAY, DECEMBER 19, 1894.

NO. 587

## THE MICHIGAN TRUST CO., Grand Rapids, Mich.

Makes a Specialty of acting as

**Executor of Wills,  
Administrator of Estates,  
Guardian of Minors and In-  
competent Persons,  
Trustee or Agent**

In the management of any business which may be entrusted to it.

Any information desired will be cheerfully furnished.

**Lewis H. Withey, Pres.  
Anton G. Hodenpyl, Sec'y.**

## Township Bonds.

Cash Paid for Township and County Warrants.

Special attention given to examining and directing proceedings for bond issues.

**CHAS. E. TEMPLE, Grand Rapids.**  
827 Michigan Trust Co. Bldg.

## MICHIGAN Fire & Marine Insurance Co.

Organized 1881.  
DETROIT, MICHIGAN.

**THE Grand Rapids FIRE INS. CO.**  
PROMPT, CONSERVATIVE, SAFE.  
J. W. CHAMPLIN, Pres.  
W. FRED McBAIN, Sec.

ESTABLISHED 1841.

THE MERCANTILE AGENCY

## R. G. Dun & Co.

Reference Books issued quarterly. Collections attended to throughout United States and Canada

## COMMERCIAL CREDIT CO.

65 MONROE ST.

Have on file all reports kept by Cooper's Commercial Agency and Union Credit Co. and are constantly revising and adding to them. Also handle collections of all kinds for members. Telephone 166 and 1030 for particulars.  
L. J. STEVENSON. C. E. BLOCK.  
W. H. P. ROOTS.

## A. B. KNOWLSON,

Wholesale Shipper

Cement, Lime, Coal, Sewer Pipe, Etc.

CARLOTS AND LESS

GRAND RAPIDS, MICH.

## Special Notice.

All smithing coals sold by us we guarantee to be mined from the BIG VEIN in the Georges Creek District. This is the coal so favorably known as Piedmont or Cumberland Blossburg and stands unrivalled for smithing purposes.

**S. P. Bennett Fuel & Ice Co.,**  
Grand Rapids, Mich.

P. G. WHITE,

P. M. SHAFFER.

## Grand Rapids Paper Co.,

20 Scribner St., Grand Rapids.

All Kinds Wrapping Paper and Paper Bags.  
Twines a Specialty.

Telephone 1355.

## PECK'S HEADACHE POWDERS

Pay the best profit. Order from your jobber

## THE MOVER'S CREED.

Words of Warning to the Discontented.

Written for THE TRADESMAN.

A young man recently fell victim to the demon of unrest. He was uneasy and discontented with his surroundings. One day, while walking in a lonely place, cogitating on the gloom of his environment and the better chances that might await him in some other place, he met an old white-headed man. The old man divined the innermost thoughts of the restless cogitator and thus accosted him:

"Young man, harken unto my words. They are the words of wisdom and of experience and will do you good, provided you treasure them up and square your future actions by them.

"I was once young like you, and, like you, was tossed about by a merciless and reasonless craving that gave me no rest. That craving I mistook for ambition. Fatal mistake! True ambition is a noble attribute. It bursts not the confines of reason, nor reaches not out after the unattainable. It deals not in illusions. It does not blind our eyes to the real pebbles which lie in our pathway, by holding up mental images of great nuggets strewn along some other pathway. True ambition points out the real in life and inspires us with a burning desire to embrace our opportunities and make the most of our present surroundings.

"Young man, it is not noble ambition that prompts this unrest; if it were, you would perceive all around you opportunities for doing good. Ambition would not make you mope in idleness and long for distant and unknown fields of usefulness; it would set you at work where you are and keep you so busily at it that you would have no time to dream of other and different work. You have simply been hypnotized by the spirit of unrest. You have been dreaming; but it is your first dream, and, if the fatal spell can at this stage be broken, your life may yet be a useful one and the world be the better for your having lived in it.

"It was many years ago when I dreamed my first dream. I need not acquaint you with the circumstances surrounding my birth, my education, or the influences brought to bear upon me during the process of development into manhood. I say, it is needless to dwell on these things, for the tale would contain nothing new or startling. My experience would but echo that of every other man in our favored commonwealth. All I need to say is that it all happened in one of the countless little worlds which, in the aggregate, constitute the great world. What I wish to impress on your mind more particularly is the similarity of these little worlds. This truth is learned only in the school of experience; it can be learned in no other way. I see you are incredulous. You think that, because you have visited some of these little worlds, and have heard vague stories about some others, you know all about

them. Ah, well, I was once young myself and shall not censure you for your incredulity.

"When I stepped upon the threshold of active life, I, too, dreamed a dream. I dreamed that society in some other little world would be more congenial to my tastes; that the people there were more clever and less exacting, and that they would better appreciate the superior talents which I imagined I possessed. I did not realize that I had only been dreaming, and so I exchanged worlds. The realization followed—it was only a dream. Self was not the superior being I took him for, and I began to look at life more seriously. I engaged in business, but difficulties soon presented themselves and I dreamed again. In my dream I saw a little world where the difficulties I was encountering did not exist. Conditions were such that any man possessing my business qualifications could make money without exerting himself. It seemed so real that I changed worlds again. Was this but another dream? No, it could not be—it was only a mistake. I had simply failed to get into the right one. And so I went from world to world, finding each similar to the one I had left behind, until I wore myself out in the search and satisfied myself that the whole thing was only a dream, after all. The best years of my life had been squandered in a wild, impetuous chase after the unattainable. Do you call this ambition, young man? Nay, it was the lack of ambition. Real ambition might not have taught me that all little worlds are strikingly similar in the variety and sum total of difficulties found in each, but it would have helped me to encounter and overcome the difficulties in my own little world; in other words, it would have kept the demon of unrest from taking possession of my soul, it would have saved me from being dragged to death by the mover's phantasm, it would have conserved and turned to practical account all my wasted energies.

"But I was not yet done dreaming. The onward march of time had quenched my insatiate desire to make money in some easy, rapid manner, but it had left its impress on my physical constitution, and I again dreamed—this time that the climate had fallen into a backslidden state. And so I dreamed of a little world where the sun shone with greater brilliancy and the clouds were less leaden; where gout and rheumatism were unknown, and where poverty, disease and death were less destructive of human happiness. I never found it—it was only another dream.

"I felt as though my life's work was nearly completed. The spell was broken and the demon of unrest left me, to take up his abode in the heads of younger men. The scales have fallen from my eyes, and, old and decrepit, I have returned to my first little world, where I shall end my days.

"You do not recognize me. You belong to the second generation of men who

have grown up into manhood since I romped over in those fields, a heart-happy and care-free boy; and yet I find that you are possessed with the same old unrest, and that, in spite of all your modern ideas, you are about to make the same fatal mistake I made forty years ago. The experiences I have recounted have cost me my life, and yet you may reap the benefit of them for nothing. I repeat, do not imagine that, because you may have visited other little worlds, your chances for success will be greater in them than in your own little world. There is a law which governs the eternal fitness of things that will subject you to the same test no matter where you may go. The great world is full of dangers to be avoided, troubles to be borne, sorrows to be endured, pain to be suffered, difficulties to be overcome and obstacles to be surmounted; and each little world has its full quota. The Creator has not so ordained that any portion of his creation shall be exempt from the universal conditions of human existence, or that any one community of human beings shall escape from the innumerable ills to which human flesh is heir.

"Young man, disenthral yourself from this fatal enchantment before you take your first step in pursuit of the mover's phantasm. Do you fancy that the inhabitants of your little world do not appreciate you as they should? If this be the case, I assure you that your trouble will be magnified a hundred fold if you go to a new world where you are unknown. Get this fancy out of your mind, and rest assured that the people who know you best will show you all the respect you merit, and that is all to which you are entitled.

"Are business conditions unfavorable where you are? Are you casting about for some place where you would be more successful? You will never find it. There is no trade center, large or small, on the face of the globe, where just such fellows as you are not telling the same tale. Start in quest of more favorable business conditions—you will waste your life in the search and, in the end, will be no nearer the coveted goal than you were in the beginning. If you want more favorable conditions, you must look within and not without. Nowhere will you find them ready made. You must make them yourself, out of material found within your own resources, no matter where you go. Why not accomplish it in your own little world and so save valuable time? If you feel that competition is too much for you, meet it where you are or 'throw up the sponge.' You cannot escape it by running away to some other place—you will find it wherever you go.

"Young man, harken unto my voice. Business success does not depend upon the kind of business you may engage in, or upon the particular place where you do business. If you possess the necessary qualifications for, and bend all your energies to, the business in hand, and your stock of perseverance does not run

out, you will succeed in the end. Remember that each little world has its own ups and its own downs, and that all these different ups and downs are governed by the same general laws.

"I have but little more to say. In many of these little worlds have I been a living unit, sharing the common burdens and participating in the common blessings, and now, casting my eye on the past, I cannot recall one that possessed advantages superior to another for the acquirement of business success. Each had its tidal waves of business activity and business depression; its prompt-paying customers and its dead-beats; its big-hearted, good-natured, fair-dealing merchants, and its scheming, two-faced, throat-cutting dealers. Each had its roses and thorns; its joys and its sorrows; its smiles and its tears; its realities and its counterfeits; its heart-gladdening sunshine and its dreary shadows; its virtues and its crimes, and everything else necessary to make each a separate little world of its own.

"I now bid you adieu. And let me say again and again, young man, stay where you are. Give your own little world the best that is in you and it will make your life a grand success. Desert it for another—the chances are that the disappointment following your experiment will set you adrift and make you a sort of delegate at large with credentials from nowhere in particular. Farewell, young man. Forget not the advice born of a bitter experience."

After the old man had departed on his way, the young man pondered long and deeply on the words which had fallen upon his ears. Would he teach the world as great a lesson as the old man had taught him—that it was possible for a young man to profit by the experience of the old? A look of firm determination drove away the expression of discontent. The scales had fallen from his eyes, and, looking around, he was surprised to find on every hand, golden opportunities where none had appeared before to exist, and he determined to use them to the best possible advantage.

The following, which I shall name "The Mover's Creed," had dominated his actions so far in life, and had been the ruin of many an otherwise well-meaning man.

#### THE MOVER'S CREED.

I believe that the talents with which the Creator endowed me are not suited to my meager surroundings.

I believe that, in some other place known to me, the people are more honest, more obliging and less exacting than they are here.

I believe the place where I am located is a bad place in which to do business; that I can find a place where money is more plentiful and where a fortune can be more easily acquired—a place where competition does not interfere with profits, and where the dead-beat is unknown.

I believe that where I have my habitation the water is bad and the air is surcharged with malarial poison; that in a certain other place the water and the air are perfection; that in that other place the sun shines brighter and the winds are not so penetrating, and dyspepsia, the gout, neuralgia, rheumatism, and all the other tisms, are unknown, and where taxes and death are not tolerated.

Finally, I believe that it is time to move again anyway.

E. A. OWEN.

#### CANDIES, FRUITS and NUTS

The Putnam Candy Co. quotes as follows:

STICK CANDY.			
Standard, per lb.	Cases	Bbls.	Palls.
" H. H. ....		6 1/4	7 1/4
" Twist .....		6 1/4	7 1/4
Boston Cream .....	9	6 1/4	7 1/4
Cut Loaf .....			
Extra H. H. ....	9		

MIXED CANDY.			
Standard .....	Bbls.	Palls.	
Leader .....	5 1/4	6 1/4	
Royal .....	5 1/4	6 1/4	
Nobby .....	5 1/4	6 1/4	
English Rock .....	5 1/4	6 1/4	
Conserves .....	5 1/4	6 1/4	
Broken Taffy .....	5 1/4	6 1/4	
Peanut Squares .....	8	9	
French Creams .....		9 1/4	
Valley Creams .....		13 1/2	
Midget, 30 lb. baskets .....		9	
Modern, 30 lb. ....		8 1/4	

FANCY—In bulk			
Lozenges, plain .....		Palls	
" printed .....		9 1/4	
Chocolate Drops .....		13	
Chocolate Monumentals .....		13	
Gum Drops .....		5 1/4	
Moss Drops .....		8	
Sour Drops .....		8 1/4	
Imperials .....		10	

FANCY—In 5 lb. boxes. Per Box			
Lemon Drops .....		55	
Sour Drops .....		55	
Peppermint Drops .....		60	
Chocolate Drops .....		75	
H. M. Chocolate Drops .....		80	
Gum Drops .....	40	250	
Licorice Drops .....		1 00	
A. B. Licorice Drops .....		65	
Lozenges, plain .....		65	
Imperials .....		60	
Mottos .....		70	
Cream Bar .....		55	
Molasses Bar .....		55	
Hand Made Creams .....		80	
Decorated Creams .....		90	
String Rock .....		15	
Burnt Almonds .....		1 00	
Wintergreen Berries .....		60	

CARAMELS.			
No. 1, wrapped, 2 lb. boxes .....		34	
No. 1, " 3 lb. boxes .....		51	
No. 2, " 2 " .....		28	

ORANGES.			
Floridas, Fancy Brights, 125 .....		2 10	
Floridas, Fancy Brights, 150 .....		2 15	
Floridas, Fancy Brights, 175, 200, 216 .....		2 25	
Floridas, Golden Russets, 125 .....		2 00	
Floridas, Golden Russets, 150, 175, 200, 216 .....		2 25	

LEMONS.			
Floridas, 250 .....		4 00	
Fancy Messinas, 300 new .....		4 5	
Fancy Messinas, 400, new .....		4 00	

BANANAS.			
Large bunches .....		1 75	
Small bunches .....		1 00 @ 50	

OTHER FOREIGN FRUITS.			
Figs, fancy layers 16lb .....		12	
" extra " 20lb .....		14	
" bags " 14lb .....		11	
Dates, Fard, 10-lb. box .....		6 1/2	
" " 50-lb. ....		2 7	
" Persian, 50-lb. box .....		2 5 1/2	
" 1 lb Royals .....		5 1/2	

NUTS.			
Almonds, Tarragona .....		2 15	
Ivaca .....		2 14	
California, soft shelled .....		2 12 1/2	
Brasils, new .....		2 10 1/2	
Filberts .....		2 10	
Walnuts, Grenoble .....		2 12	
" French .....		2 10	
" Calif .....		2 12 1/2	
" Soft Shelled Calif .....		2 14	
Table Nuts, fancy .....		2 10 1/4	
" choice .....		2 9	
Pecans, Texas, H. P. ....		6 2 1/4	
Chestnuts .....		4 00	
Hickory Nuts per bu .....			
Cocoanuts, full sacks .....		4 00	

PEANUTS.			
Fancy, H. P., Suns .....		2 5 1/4	
" Roasted .....		2 6 1/4	
Fancy, H. P., Flage .....		2 5 1/2	
" Roasted .....		2 6 1/2	
Choice, H. P., Extras .....		2 4 1/4	
" Roasted .....		2 6	

#### FRESH MEATS.

BEEF.			
Carcass .....	5	2 6	
Fore quarters .....	3 1/2	2 4 1/4	
Hind quarters .....	6	2 7	
Loins No. 3 .....	8	2 10	
Ribs .....	6	2 8	
Rounds .....	5	2 6	
Chucks .....	3 1/2	2 4 1/4	
Plates .....	3	2 3 1/2	

PORK.			
Dressed .....	4 1/2	2 5	
Loins .....		7 1/2	
Shoulders .....		5 1/2	
Leaf Lard .....		8	

MUTTON.			
Carcass .....	4	2 5	
Lambs .....	5 1/2	2 6 1/4	

VEAL.			
Carcass .....	6	2 7 1/4	

## Questionable Methods.

The following is a facsimile reproduction of a letter recently received by a Grand Rapids business man:

*See enclosed  
size of page*  
The Michigan Merchant.  
L. W. Hardulake, Publisher.

SAGINAW, E. S., MICH., 12/5/94

Paul Eifert  
Grand Rapids.

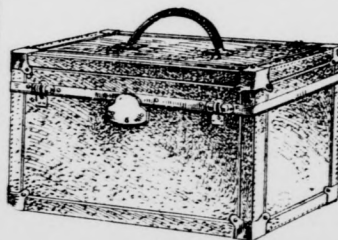
We find the enclosed "grip" ad. in The Tradesman. We want it for our Xmas edition of Dec. 22. We want to tell you candidly that on Dec. 26 you'll find the Saginaw and Bay City traveling men thicker than flies around a Molasses barrel in Grand Rapids. To the number of 200, accompanied by their wives and sweethearts, also with Boss' full band, they leave this city on a special train for your city on the morning of the 26th, & they'll make "Rome howl" in your city. Each of them will be loaded with a copy of our trade paper & your ad. should be of service to you. We will run this ad. in that edition for \$6; a 1/2 page ad. @ \$15; & if you'll take the 1/2 page we'll buy one of your best grips for our own use. Ask Fred Ball, of Ball & Co.'s wholesale grocery house about our paper. Hest us hear from you. Michigan Merchant.

THE TRADESMAN is loath to believe that the traveling men of the Saginaw Valley are coming to Grand Rapids next week to make "Rome howl." It believes they are coming here in a sober condition on a mission of business and pleasure, that they will conduct themselves in a gentlemanly manner and that the intimation that they will make "Rome howl"—in other words, indulge in the drunken orgies which characterized the last days of Rome—is a base and unwarranted libel on their intentions.

THE TRADESMAN is, very naturally, gratified over such a voluntary acknowledgement that Grand Rapids is the place for Saginawians to purchase their trunks, although Saginaw and Bay City dealers may criticize the intimation and fail to appreciate such attempts on the part of the writer to divert the trade of Saginaw and Bay City people to a competing market. The fact that managers of trade papers are generally interested to keep such trade in their own cities may tend to call in question the sincerity of the writer.

The proposition to "take it in trade" is generally considered unprofessional, to say the least, and no trade paper whose space is worth the price asked for it will resort to such expedients to obtain business.

THE TRADESMAN is assured that the reference to a local jobber is entirely unauthorized, being on a par with the spurious testimonials invented by vendors of questionable remedies.



Paul Eifert,

Manufacturer of  
TRUNKS, TRAVELING BAGS,  
SAMPLE TRUNKS and  
SAMPLE CASES

Of any description to order on short notice.

50 Canal St., Grand Rapids, Mich.



A HINT TO MERCHANTS.

"How comparatively few persons make really good salesmen in a store of any kind, at the present time," said an elderly lady, not long ago. "They should be educated especially for that work," she continued. "They should be able to read character quickly and well, should possess the traditional patience of Job, and exhibit a spirit of constant sunshine in the presence of customers."

I thought there was a suggestive lesson in her words which it would pay those interested to heed.

Youthful salesmen of either sex, other qualifications being equal, are generally most attractive to customers. Salesmen must constantly be on their guard against permitting favoritism to influence them in the least. During business hours, strict equality toward every customer must be observed, without respect to age, wealth, or rank, else losses in trade—possibly never known why by them—erch—will take place. Customers possess their imperfections, and they come to a store in all the "moods and tenses;" but the good salesman will so conduct himself as to be blind and deaf to everything except the one desire to serve the individual to the best of his ability. Two qualifications are worth more than all others put together, viz., good nature and kindness. These will win customers, even away from those who occasionally give better bargains, as nothing is more attractive than a pleasant greeting and a courteous bearing.

I heard one lady say to another, not long ago, "Yes, I know that I can save more by dealing with Mr. —, but I prefer to trade where they are always kind and obliging, even if I lose a little money."

While this is admittedly the age of haste, it is often the case that customers cannot or will not be hurried in making purchases, especially old persons or those to whom money is worth more than time. The humble dollar or two in the hand must be cautiously expended, and much thought and deliberation are required before deciding upon each purchase. A spirit of patience in such instances, with now and then a kindly suggestion, instead of an overbearing, impatient or hurried manner, as if anxious to get rid of the customer will, in every case, prove valuable to the employer. Time should never be deemed so valuable by the salesman that he cannot take enough of it to give a civil reply to a customer's question.

While waiting in a store the other day for my purchase, I could not help overhearing the conversation of two ladies standing near me. They were discussing the merits—or demerits, rather—of a clerk who had just gone to the other end of the store. Said one: "I can't bear to be waited on by that girl! Every time I come in here (and I do most of my trading here, amounting, in a year, to some hundreds of dollars), I steer clear of her locality. I asked her a courteous question one time, several years ago, in regard to some goods lying on the counter, and she gave me such an unmannerly, curt reply, as if I were beneath the grass she trod on, that I vowed I never would enter this store again. After thinking the matter over, however, I saw my foolishness in depriving the proprietor of my custom, just for incivility on the part of one of his employees. So I swallowed my anger and pocketed my pride, and

came back here to trade; but from that time (five years ago) to this, I have not once had that girl wait on me."

Said the other lady, "I had much the same experience with her myself. I came in one time to ask the price and quality of some goods in the window. This girl came forward to wait on me. On making the enquiry, her frowns and hurried manner gave me to understand that she was either desirous of getting rid of me, or that she inferred I wished to look at the goods as a matter of curiosity or pastime, with not the remotest idea of buying. She pulled the goods out of the window with a yank. The pattern was exactly what I wanted, and examination of the goods proved the quality to be satisfactory; but I was unable, from the girl's insolent manner, to instantly decide upon the number of yards I wished, and, while I was hesitating a moment, she startled me by snapping out, "How many yards shall I cut off?" For an instant I couldn't think, but in the next I found my speech and replied, "You need not cut off any!" And I turned on my heel and left the store, never to have that miss wait on me again. While losing the dress pattern that suited me to a T, So-and-So lost my little twelve or fifteen dollars. Perhaps I deserved censure for not entering a complaint to the proprietor, but I was not obliged to patronize this establishment, and I considered it his business, and not mine, to know whether his customers were treated courteously or otherwise."

Thus, as I said before, merchants never know the extent of the losses due to incompetent employees, unless they observe personally the treatment accorded their patrons.

OBSERVER.

Happy Medium between Credit and Cash.

A good many merchants are now pondering over a problem which causes them much uneasiness.

What shall it be after January 1—credit or cash?

To continue the credit system involves a continuance of the losses which have proved so burdensome and annoying.

To abandon the credit system and adopt the cash system involves the loss of a good many desirable customers who pay promptly at regular intervals but are not in a position to pay spot cash on the occasion of every purchase.

Luckily, there is a happy medium by means of which the merchant can abandon credit and place his business on a cash basis—a combination of cash and coupon books which works admirably wherever introduced.

Cash for those who can pay cash every time they come into the store, and coupon books for those whose trade is just as valuable as that of the spot cash customer and who pay their accounts on a certain day each week or month with the regularity of clockwork.

Such customers are too valuable to every store to be driven away by iron-clad rules and harsh methods.

If you are a merchant and are unfamiliar with the advantages of the coupon book system, we invite you to correspond with us without delay.

January 1 is an excellent time to introduce changes in your business—if it needs any—and New Year's day will soon be here. TRADESMAN COMPANY.

Use Tradesman Coupon Books.

## We Are Headquarters For CANNED GOODS,

Carrying in stock the largest and most complete line of any house in the State, including full assortments of

CURTICE BROS.' Fruits and Vegetables,  
and  
FONTANA & CO.'s Columbus Brand California Fruit.

Inspection of our stock and correspondence solicited.

# I. M. Clark Grocery Co.

## HERCULES POWDER



HERCULES,  
THE GREAT STUMP AND ROCK  
ANNIHILATOR.

SEND  
FOR  
DESCRIPTIVE  
PAMPHLET.



Stump before a Blast. | Fragments after a Blast.

**STRONGEST AND SAFEST EXPLOSIVE**  
KNOWN TO THE ARTS.  
**POWDER, FUSE, CAPS,**  
Electric Mining Goods,  
AND ALL TOOLS FOR STUMP BLASTING.  
FOR SALE BY THE  
**HERCULES POWDER COMPANY,**  
Cuyahoga Building,  
CLEVELAND, OHIO.

Hercules Powder is carried in stock by all of the following jobbers:

Foster, Stevens & Co., Grand Rapids,  
A. Austin, No. 93 Jefferson Ave., Detroit,  
J. J. Post & Co., Cheboygan,  
Popp & Wolf, Saginaw,

Potter Bros., Alpena,  
Buechner & Co., Kalamazoo,  
Seavey Hardware Co., Ft. Wayne,  
Camper & Steadman, South Bend.

# USE JENNINGS' FLAVORING EXTRACTS

SEE QUOTATIONS.

## AROUND THE STATE.

## MOVEMENTS OF MERCHANTS.

Edmore—Heath & Sanderson succeed Frank Heath in the drug business.

Jonesville—The Hix Hardware Co. succeeds Gilbert & Hix at this place.

Scottville—Reader Bros. & Hunter succeed Reader Bros. in general trade.

Holland—Thomas Price, late of Grand Rapids, has opened a new meat market.

Coldwater—Adams & Perry succeed W. H. Adams in the grocery business.

Bay City—Charles Babo succeeds Charles Babo & Sons in the grocery business.

Hillsdale—Howe & Carter succeed Barrows & Howe in the grocery business.

Negaunee—J. Mitchell & Co. have purchased the general stock of Oscar Field.

Gobleville—Richardson & Teman have sold their hardware stock to Wm. S. Crosby.

Saginaw—Howenstine & Wrege succeed J. H. Howenstine in the jewelry business.

Manistique—Herman Winkle succeeds Shuster & Winkle in the meat business.

Jonesville—D. L. Powers has purchased the general stock of D. A. Wisner's Sons.

West Branch—Neilson & McFadden have purchased the grocery stock of Lewis Benaway.

Mason—Henderson & Parkhurst succeed Ashel W. Parkhurst in the dry goods business.

Lansing—C. Alsdorf & Son, druggists, have dissolved, Fred M. Alsdorf continuing the business.

Columbiaville—McDermott & Bro. have purchased the general stock of J. L. Preston at this place.

Bay City—T. W. Davidson & Co., druggists, have dissolved, T. W. Davidson continuing the business.

Bagley—H. G. Lord & Co. succeed Ostrander & Lord in general trade and the cedar post lumbering business.

Grand Ledge—A. I. Kramer & Co., dry goods dealers, have dissolved, A. E. Kramer continuing the business.

Holland—C. Blom, Jr., announces that he will shortly erect a two-story brick building, 60x80 feet in dimensions, which he will occupy as a candy factory.

Saginaw—Lavin & Gregory, grocers, have dissolved partnership. The business will be continued by J. H. Lavin.

Stanton—T. S. Earle has purchased the grocery stock of G. W. Sharp and will consolidate it with his own stock.

Farwell—H. M. Roys has sold his drug stock to A. H. Roys & Co., who will continue the business at this place.

Clinton—Lindsey & Kishpaugh succeed Brown & Kishpaugh in the hardware and agricultural implement business.

Detroit—The Lohrman Seed Co., not incorporated, succeeds Lohrman, Brotherton & Co. in the wholesale seed business.

Mason—A. McDonald has bought the undertaking business of S. P. Stroud and will join forces with F. L. Stroud in the furniture business under the name of Stroud & McDonald.

Mulliken—A. O. Halsted, formerly in the drug business at Muskegon, has purchased a part of the Anderson drug stock, at Grand Ledge, and has moved to this place, where he will put in a full line of drugs and medicines.

Copemish—Gibb & Co. announce their intention of selling their drug stock and retiring from business, owing to the fact that W. W. Gibb has been elected Register of Deeds of Manistee county and must immediately remove to Manistee.

Kalamazoo—The Gates Vapor Engine Co. has begun the manufacture of the Spaulding gas and vapor engine in the Chase Mantle Co.'s building. The present headquarters are temporary only, the present intention being to erect and equip a modern factory building early next season.

Sutton's Bay—W. S. Johnson has sold his interest in the store, general stock and docks of W. S. Johnson & Co., to John Plathner, of Milwaukee, and E. R. Daily, of Empire. John Litney still retains his interest in the business, which will be conducted hereafter under the firm name of John Litney & Co. Mr. Johnson still owns a large amount of hardwood lands in Leelenaw county.

Whitehall—The *Forum* says: J. D. Meinhardt, the druggist, was arraigned before Justice Collins, at Muskegon, Friday, charged with violating the pharmacy law. The complaining witness is a man named Ewing, of Grand Rapids, attorney for the State Board of Pharmacy. The specific charge is the selling of morphine and iodine without being a registered pharmacist or having one in his employ. Meinhardt pleaded not guilty and his trial was adjourned until Dec. 17. He gave a \$50 bond for his appearance and retained Arthur Jones to defend him.

Detroit—By the breaking of a cable, the elevator in the store of Stanton & Morey, recently fell from the fourth floor to the basement. Mary J. Judson, a sewing woman in the employ of the firm, was in the elevator, and was so severely injured that she avers she is still a sufferer. She brought suit for \$10,000 damages, and the trial was commenced one day last week in the Wayne Circuit Court. The testimony showed that the person who was operating the elevator was not the one employed by the firm for that purpose, and that Miss Judson was aware of that fact. Judge Frazer thereupon informed the jury that she was guilty of contributory negligence, that the elevator was in good condition, and the firm not liable. He directed a verdict for the defendant.

## MANUFACTURING MATTERS.

Sparta—Hammond & Warner are succeeded by the Sparta Brick & Tiling Co.

South Haven—E. Van Arden has purchased the flour and feed mill business of S. M. Trowbridge & Son.

Prescott—The Cliff Manufacturing Co. is running its shingle mill full blast and is shipping in bolts by rail.

Bagley—H. G. Lord & Co. succeed Ostrander & Lord in the general trade and the wholesale cedar lumbering business.

Sturgis—Thos. H. Berridge & Son, manufacturers of patent tinners' shears, have dissolved, Thos. B. Berridge continuing the business.

Shingleton—J. M. Carr has sold the Bice Manufacturing Co. 300,000 feet of logs, which will be railed to Marquette and worked up in the purchaser's factory there.

Bad Axe—Eagan Bros. have erected a small sawmill here and expect to start it next month. It is also equipped with planing machinery and a lat mill in connection.

Lake Station—W. H. Cambrey has leased a new circular mill built here a year ago by W. S. Thomson, and will stock and operate it this winter and another season. It has a cutting capacity of about 35,000 feet daily.

Marquette—F. E. Haines has a camp in near Kitchie and will get out about 2,000,000 feet of nice white pine, besides a quantity of timber for mining purposes. The logs have been sold to the Dead River Mill Co. and will be manufactured here.

Marquette—Thomas Sheridan has a camp on the Escanaba River, the logs from which will probably be railed to this city for manufacture. Joseph Kisick has been getting out some timber in the same vicinity, which has gone to Oshkosh over the Chicago & Northwestern Railway.

Ludington—The O. N. Taylor sawmill shut down last week. The mills of the Cartier Lumber Co. and Butters & Peters will continue running until ice compels them to shut down. The Cartier mill will start up again about February 1, with night and day tour, cutting hardwood logs for Albert Vogel.

Manistee—The weather in the woods has not been first class for the past week or so, having been too soft for comfortable work, and those that were working in swamps or low ground have had to abandon their operations for the present. Some camps have been moved in the last few days, and from others the men have been withdrawn till the cold weather settles on us. This is in marked contrast with what we had at this time last season, as the weather set in hard the first of the month and logging continued without intermission.

Ewen—The Phoenix Lumber Co. has been formed here, with a capital of \$25,000. It will operate the mill plant of the Ontonagon River Lumber Co., under the management of D. A. Neuse. The company will stock the store connected with the mill with goods to the amount of \$10,000. It has contracts sufficient to keep the mill running all winter and next season. About 25,000,000 feet of logs will be sawed during the year on contract. The officers of the company are S. M. McElroy, Cashier Citizens' National bank, Pittsburg, Pa., President; Alex. M. Jenkinson, President of the R. & W. Jenkinson Co., Pittsburg, Vice-President; Nelson A. Burdick, National Bank, Sault Ste. Marie, Secretary and Treasurer, and Joseph Totten, general superintendent. Peter Drummond is in charge of woods operations.

Bay City—There is no ice in the river, the weather is balmy, and if this sort of thing could be guaranteed navigation and lumber manufacturing might be revived. The indications are decidedly of an open winter, yet the prognosticators have given out that it is to be an

old snifter with the trade-mark blown into the bottle. Snow and cold weather will be needed for those who have logs to put in, but an open winter will not possess the terrors that it did ten and twenty years ago. Now those having small quantities of logs to get in, if remote from a railroad or stream, require snow, but nearly all the timber is contiguous to railroads. The improvement that has taken place in the general business of the country and in lumbering will stimulate a good deal of winter lumbering on a small scale. Owing to the depression in the stave and cedar business not as much will be done as in years gone by, but the hardwood lumber outlook is better and in the aggregate a large quantity of logs will be put in during the winter in Northern and Eastern Michigan.

Manistee—It is somewhat strange that no effort has ever been made to get the sunken logs out of the Manistee River, but the time has not yet arrived, as with active operations going on every year it would not be feasible to do much in that line. The matter has been talked over with a good many old loggers, who say that there are quantities of good logs scattered along the River which will never see the sawmills at the mouth, and that the best way to reach them would be to have a portable sawmill on a scow to saw the logs as fast as they are met. This would obviate the difficulty of getting the logs out on the bank to dry, and also save all chance of their sinking again, as they are likely to do, even though well dried. It is well known that most of these sunken logs are shaky butt logs and small sap pine which would hardly float when first put into the water, and many of them would be of little value even should they be gotten to the mills, so that by the scheme of sawing where they are found in the River they could leave the worthless without handling and only take those which it would pay to turn into lumber.

## New Turkish Baths.

Mr. M. S. LaBourslier, who for ten years has been very favorably known to Michigan people in connection with his Turkish bath establishment, has opened in the Morton House block newly equipped and elegantly furnished bath rooms and will furnish all the baths of a first-class establishment. He will continue his attention to removing corns, ingrowing nails and bunions from men, women and children.

The Grand Rapids Fire Insurance Company has issued two very fine calendars for 1895—one intended for homes and the other for business houses. If you have not received one, telephone No. 33, or drop the company a postal and you will be supplied.

**Martin L. Sweet** has assumed control of **Sweet's Hotel**, retaining the Messrs. Irish as managers. Extensive improvements will be made throughout the house, and it is expected that the office, remodeled and newly decorated, will be one of the handsomest in Michigan.



## GRAND RAPIDS GOSSIP.

A. W. Cobb has opened a grocery store at Crapo. The Olney & Judson Grocer Co. furnished the stock.

John Borst has opened a grocery store at Vriesland. The Olney & Judson Grocer Co. furnished the stock.

J. Balyhan & Son have opened a grocery store at Big Rapids. The Lemon & Wheeler Company furnished the stock.

M. B. Thomas has embarked in the grocery business at Edmore. The stock was furnished by the Lemon & Wheeler Company.

H. C. Greiner has embarked in the grocery business at Rockford. The stock was furnished by the Olney & Judson Grocer Co.

Faulkner & Aldrich, dealers in hardwood lumber, have dissolved. The business will be continued by John N. Faulkner, Henry E. Stanton and Elmer L. Madrox under the style of John N. Faulkner & Co.

H. S. Welch has retired from the firm of Welch & Co., grocers and meat dealers at the corner of South Ionia and Hall streets. The business will be continued by the remaining partners, W. S. Bradley and Elmer J. Worden, under the style of Bradley & Worden.

Dennis Bros. have taken possession of the den Bleyker carriage plant, at Kalamazoo, to secure themselves for a claim for lumber sold Mr. den Bleyker when he was engaged in the manufacture of carriages at Saginaw. The property is now occupied by the Michigan Buggy Co. as auxiliary to its main establishment.

## The Grocery Market.

**Sugar**—Reports from New York are to the effect that the refineries did an enormous business last Monday and Tuesday, during which time granulated was marked down a sixpence below 4c. Wednesday both standard and fine granulated were marked up 1-16c, when business slackened off. The next turn in the market is looked forward to with interest, but what it will be none are willing to foretell.

**Molasses**—The New Orleans market has exhibited considerable strength during the past week, actual advances ranging from 1 to 2c per gallon having occurred.

**Fruits**—Lemon peel is scarce and strong. Currants have sustained an advance of 1/4c in Greece, which has had a tendency to strengthen the market in this country. Domestic prunes are scarce and firm. French prunes are quiet and unchanged. California raisins are firm. Sultanias are selling freely.

**Coffees**—Brazil grades are without material change, the market being characterized by frequent unimportant fluctuations. Mild grades are quiet. It is feared that a large portion of the Mexican crop will be lost on account of the scarcity of labor.

**Bananas**—The local market has two cars of bananas with which to supply the holiday trade. Chicago, Detroit and other large places are making such extremely low prices on this article that it is difficult for home dealers to realize enough profit to pay for handling them; still our dealers dislike to see the trade go elsewhere and have prepared themselves to take care of voluntary orders.

**Lemons**—The new crop of Messina stock that is now coming in is fairly well ripened and grows better every day. Prices are also getting lower, and quotations, as they appear elsewhere, compare most favorably with other markets and are in favor of the buyer. The fruit is packed very nicely and, outside of a few green spots, is sure to give satisfaction to the trade.

**Oranges**—Our market is fairly glutted with the finest of Florida oranges. Every wholesale dealer and commission man has from one to three cars in stock, and all are making extremely low prices to secure the orders of outside buyers.

**Foreign Nuts**—The local market is well supplied with all grades, except Tarragona Almonds. In place of them, however, California Paper Shells are being offered at very low figures, and, though somewhat smaller than the regular Tarragonas, are giving as good satisfaction to a majority of the dealers. The meat is large, bright and of fine quality and the goods are being sold at prices never seen before in this market.

**Peanuts**—Remain easy at previous quotations. New nuts are rapidly coming into market but local dealers report that orders are small, as the trade do not care to stand the shrinkage that naturally occurs on the new stock. Shelled goods are also slightly lower.

**Figs**—Are in good supply at prices most favorable to the buyer. Bag figs seem to take well with the outside trade, and, although many of our dealers stocked up liberally, they report that first invoices are nearly closed out, owing to the large outside demand.

**Dates**—Hallowi dates have dropped off a quarter and are selling to the trade at from 5 to 5 1/2c. The new crop seems to be very fine quality, the goods opening up clean and bright. There is nothing to warrant a further decline, as present prices are about as low as they usually get.

**Candy**—This is the manufacturer's busy season. All of the factories are working hard and all report that trade is extremely good. Prices have been whittled down to a point that leaves but a very small margin, but they are, undoubtedly, in accordance with other lines of goods.

## Gripsack Brigade.

A. J. Quist has engaged to represent the cigar and tobacco department of the Ball-Barnhart-Putman Co. among the city trade.

Preparations for the annual convention of the Michigan Knights of the Grip are now practically completed, and nearly everything is in readiness for the troops of tramping traveling men who will invade the Valley City on the morning of Dec. 26. A final meeting of all the committees of arrangements will be held at the Livingston Hotel Saturday evening.

Jos. P. Visner, who has covered the city trade the past year for the John A. Tolman Co., of Chicago, has handed in his resignation and gone to New York, where he will spend a week posting up with E. J. Gillies & Co., with whom he has signed for 1895. Mr. Visner represented Gillies & Co. here for four years and is thoroughly familiar with the goods and methods of the house.

Oliver C. Shults, formerly salesman for the defunct firm of Curtis & Dunton, but for the past four years a resident of Chicago, during which time he has traveled

for the Indurated Fiber Ware Co. and the Samuel Cupples Woodenware Co., has signed with L. Gould & Co. (Chicago) for 1895 and will cover the entire trade of this State. He has, therefore, returned to Grand Rapids to reside and taken possession of his own home at 605 North Front street.

Chairman Gonzalez issues a call for a final meeting of the Reception Committee, to be held at the Morton House at 3 o'clock Saturday afternoon. The Committee has been divided into several subcommittees, the following members being designated to meet the trains and escort the visiting grip carriers to headquarters: J. H. Roseman, chairman; W. E. Richmond, V. A. Johnston, Hal Montgomery, A. E. McGuire, D. S. Haugh, John Cummins, John M. Shields, Frank R. Miles, J. F. O. Reed, W. A. VanLeuven, M. M. Mallory, Frank Hadden, Chas. Wood, J. H. Dawley, Geo. J. Heinzleman, J. M. Fell, Chas. S. Brooks, W. F. Wurzburg, H. P. Winchester, P. H. Fox, H. L. Gregory, Jesse C. Watson.

## The Grain Market.

Wheat has been extremely sluggish during the past week and rather lower than the previous two weeks, owing to the expectation of another large increase in the visible and small exports, while receipts in the Northwest have been more than were anticipated, also owing to the lack of buying orders. We do not look for any improvement until after the holidays, at least not until there is a falling off in receipts, and more export orders, so as to diminish the visible, which will probably exceed 87,000,000 bushels, which is about double what it was in former years, with the exception of the last two years. In the winter wheat belt deliveries have been very moderate and are likely to be less, as the roads are getting very heavy with the rains of the last two days, which are reported to be general.

Corn has remained stationary, owing to the high price, and it seems lifeless and in a waiting mood. Oats have been very active. While the price has been only a trifle higher, the demand has been of such a nature that any offerings have been picked up at full prices.

Receipts during the week have been 57 cars of wheat, 13 cars of corn and two cars of oats, which is a little less than the usual amount of wheat and rather more than the usual amount of corn received.

C. G. A. VOIGT.

## Christmas Trade Oysters

Should be better than you have ever before had in your store. Such occasions may bring new customers, who will always be your patrons if they are pleased with their first purchases. The Wolverine oysters, in bulk and cans, for which Oscar Allyn is city agent, cannot be excelled. Headquarters at 106 Canal street. Telephone 1001 for quick delivery. Mr. Allyn claims to carry at all times the choicest stock of live and dressed poultry in the city, if not the largest stock.

## Store Fixtures and Shelving

In large assortment, as good as new, are included in the "Everything on Earth" at Jim Travis', 67 Canal street. Also a saloon outfit complete.

Complete line of white goods, Nainsooks and India linens will be ready for inspection at P. Steketee & Sons' Wholesale department Jan. 15 to 20.

## Wants Column.

Advertisements will be inserted under this head for two cents a word the first insertion and one cent a word for each subsequent insertion. No advertisements taken for less than 25 cents. Advance payment.

## BUSINESS CHANCES.

**WANTED**—TO EXCHANGE A CLEAN stock of boots, shoes and rubbers for a stock of hardware, or will sell cheap for spot cash. Will invoice \$1,000. Address No. 646 care Michigan Tradesman. 646

**IF YOU WANT TO BUY OR SELL REAL** estate, write me. I can satisfy you. Chas. E. Mercer, Rooms 1 and 2, Widdicombs building. 653

**FOR SALE**—SECOND-HAND MEDIUM SIZED safe by Geo. M. Smith, 157 Ottawa street, Grand Rapids. 652

**FOR SALE AT A BARGAIN**—NEW STOCK of groceries invoicing \$1,500. Good trade, good location. Reason for selling, death in family. Write G. B. care Michigan Tradesman. 651

**EXCELSIOR STEAM LAUNDRY, OF GRAND** Rapids, Mich., for sale; good location; long lease; cheap rent; brick building; good engine and machinery. This property for sale. Torrance & Barber, 208 Ottawa St., Grand Rapids, Mich. 647

**GOOD OPENING FOR DENTIST.** Address S. S. Burnett, Lake Ann, Mich. 654

**A YOUNG MAN WITH GOOD HABITS** wishes to change location. Experience in hardware and groceries. References furnished. Address L. B. Jackson, Mich. 655

**BOOTS AND SHOES—A RARE OPPORTU-** nity to purchase the stock, fixtures and good will of an A1 shoe business, in city of 5,000. Will invoice \$5,500. Best reasons for selling. Will sell for 75c on a dollar, spot cash. Can't use real estate. Address No. 650, care Michigan Tradesman. 650

**FOR SALE—A WELL SELECTED DRUG** stock and first-class fixtures in good order; also store building with hall overhead, located at Bradley, one of the best trading points in Allegan county. Reason for selling, present owner is not a druggist. Excellent opening for good man. M. A. Ross, South Monterey, Mich. 644

**FOR SALE—FOR CASH ONLY, NEW, WELL** assorted stock of hardware. Only store in town of 70; surrounded by good farming country, doing paying cash business. A snap. Good reasons for selling. Will take small grocery stock. Write at once. Address No. 643 care Michigan Tradesman. 643

**TO EXCHANGE—FOR STOCK GENERAL** merchandise or clothing, fruit farm in Oceana county. Address No. 642, care Michigan Tradesman. 642

**FOR SALE OR RENT—BLACKSMITH SHOP** in small village and in good farming country, seven miles from the nearest shop. Address J. H. Purvis, Ironton, Mich. 641

**FOR SALE—CLEAN DRUG STOCK FINELY** located in a prosperous Northern Michigan Lake Shore town of 8,500 population. Invoices from \$3.50 to \$4,000. Address No. 640, care Michigan Tradesman. 640

**BRICK STORE TO RENT; LIVING ROOMS** above; good trading point, surrounded by good farming lands; abundance of fruit; reasonable terms. Address A. L. Power, Kent City, Mich. 639

**FOR SALE—A SHOE BUSINESS, OR HALF** interest in same, on one of the principal streets in Grand Rapids. New stock, good trade, location A1. Address No. 634, care Michigan Tradesman. 634

## SITUATIONS WANTED.

**FURNITURE BUYER AND MANAGER** will be open for engagement Jan. 1. Sixteen years' experience. References furnished. Address No. 638, care Michigan Tradesman. 638

## MISCELLANEOUS.

**THE CITIZENS OF DORR WILL PAY A** liberal bonus to any party who has a small capital to invest in a flouring mill at Dorr. For further information write J. C. Newman, Dorr, Mich. 649

**SEND FOR THE LITTLE BOOK—"HOW TO** Speculate Successfully in the Stock and Grain Markets." Mailed free. Comstock, Hughes & Co., Rialto Building, Chicago. 648

**WANTED—WE WISH TO LEASE A 15** horse power portable engine and boiler, with or without engineer, during the ice cutting season. Consumers' Ice Co., Grand Rapids. 645

**NEARLY NEW BAR-LOCK TYPEWRITER** for sale at a great reduction from cost. Reason for selling, we desire another pattern of same make of machine, which we consider the best on the market. Tradesman Company, 100 Louis St., Grand Rapids. 594

**WANTED—EVERY DRUGGIST JUST** starting in business and every one already started to use our system of poison labels. What has cost you \$15 you can now get for \$4. Fourteen labels do the work of 113. Tradesman Company, Grand Rapids. 644

**GEORGE RIDER & CO.,** Builders of Boats, Launches and Oars. Store Fixtures, Counters, Shelving, etc., made to order. Corner of Kent and Newberry St., Grand Rapids.

## I Wish To Buy

A good retail business in any of the following lines: Groceries, crockery, dry goods, boots and shoes, clothing or gents' furnishings. Am short of ready money, but have a large number of unnumbered lots in this city and in one of the cleanest and best located new suburbs of Chicago, where property will soon double in value. If you wish to get out of business and get your stock of goods where the rise in value will be from 50 to 100 per cent. in the next few years, better write quick to R. A. J., 50 Fremont St., Battle Creek, Mich. 64



## GETTING ON IN THE WORLD.

Written for THE TRADESMAN.

Ambition, enterprise and thrift are, without question, royal virtues well befitting citizens of a great republic, where no one can be a king, yet where all are sovereigns. Whenever, in the struggle for wealth, power or fame, honest means are used, and the purpose is secured without prejudice to the rights of others, success may well crown one's efforts. In such event public opinion freely concedes to the fortunate one his well-earned reward, whether his field of action be in war, politics, business, literature or science.

In a territory so extensive as ours, with hardly a tenth of its natural resources yet developed, it is possible for some to become very rich, the majority prosperous, and the rest doing fairly well. Should the fortunes of half our millionaires disappear, the general condition of the people would not be perceptibly changed. In spite of the needless waste and recklessness of our large cities the wealth of this nation is steadily accumulating, and every decennial census surprises us with the immense total. If every citizen would become an active factor in this prosperity, our republic might be considered a perfect model for the world's imitation. But this is far from hopeful realization at present. In every community some persons allow themselves to be, wholly or in part, maintained at the expense of others. If this results from sickness, accident or adverse conditions beyond personal control, it is unfortunate and they deserve sympathy rather than reproach.

But there is another class, one or more samples of which may be seen in nearly every portion of the land, who have a way of getting on in the world peculiar to themselves. Their ways and schemes are ever new and varied; but all tend to one end, and that is to obtain whatever they desire of value in the world at the least expense to themselves, however expensive may be the result to others. They are "as smoke to the eyes, and as vinegar to the teeth" of every business man so unfortunate as to have dealings with them; and I am compelled to admit that their success in life financially is in inverse ratio to the merit of their methods.

This type of a class to be found everywhere, all enterprising men, always getting up in the world at the cost of some one else, is not so uncommon as some may imagine. He may be a member of any of the learned professions, he may be engaged in manufacturing or commercial pursuits, or he may pose as a moral reformer *sui generis*. He has but one belief concerning the laws of *meum et tuum*, and this is his free translation thereof, "What is yours is mine, and what is mine is my own."

To get on in the world by the methods he chooses to adopt requires cheek of the largest dimensions. Principle, like a grain of mustard seed in proportion, may exist, but usually as a thin veneer that is soon worn away by the friction of competition until scarce a vestige remains. An excessive self-esteem takes its place which swells into resentment at any lack of popular appreciation, or voices a volume of abuse against any one who offends by doubt or suggestion of personal ego. He firmly believes in a credit system, using it *ad libitum* to the farthest extent of his creditor's endurance, from

## Dry Goods Price Current.

UNBLEACHED COTTONS.	
Adriatic	7
Argyle	5 1/2
Atlanta AA	6 1/2
Atlantic A	6 1/2
" H	6
" P	5
" LL	4 1/2
Amory	6 1/2
Archery Bunting	6 1/2
Beaver Dam A A	4 1/2
Blackstone O, 32	5
Black Crow	6
Black Rock	5 1/2
Boot, AL	7
Capital A	5 1/2
Cavanat V	5 1/2
Chapman cheese cl.	3 1/2
Clifton C R	5 1/2
Comet	5 1/2
Dwight Star	5 1/2
Clifton C C C	5 1/2
BLEACHED COTTONS.	
A B C	8 1/2
Amazon	8
Amsburg	8
Art Cambric	10
Blackstone A A	6 1/2
Beats All	6 1/2
Boston	12
Cabot	6 1/2
Cabot, %	5 1/2
Charter Oak	5 1/2
Conway W	7 1/2
Cleveland	7 1/2
Dwight Anchor	7 1/2
Edwards	8
Empire	7
Farwell	6 1/2
Fruit of the Loom	7 1/2
Fitchville	7 1/2
First Prize	6
Fruit of the Loom %	7 1/2
Fairmount	6 1/2
Full Value	8 1/2
HALF BLEACHED COTTONS.	
Cabot	6 1/2
Farwell	7 1/2
CANTON FLANNEL.	
Unbleached	5 1/2
Housewife A	5 1/2
" B	5 1/2
" C	5 1/2
" D	5 1/2
" E	5 1/2
" F	5 1/2
" G	5 1/2
" H	5 1/2
" I	5 1/2
" J	5 1/2
" K	5 1/2
" L	5 1/2
" M	5 1/2
" N	5 1/2
" O	5 1/2
" P	5 1/2
CARPET WARP.	
Peerless, white	13 1/2
" colored	16
Integrity	18 1/2
DRESS GOODS.	
Hamilton	8
" "	10 1/2
G G Cashmere	10 1/2
Nameless	16
" "	18
CORSETS.	
Coraline	\$9.00
Schilling's	9.00
Davis Walts	9.00
Grand Rapids	4.50
CORSET JEANS.	
Armory	6 1/2
Androscoogin	7 1/2
Biddeford	6
Brunswick	6 1/2
PRINTS.	
Allen turkey reds	5 1/2
" robes	5 1/2
" pink & purple	5 1/2
" buff	5 1/2
" plnk checks	5 1/2
" staples	5 1/2
" shirtings	3 1/2
American fancy	5
American indigo	4 1/2
American shirtings	3 1/2
Argentine Grays	6
Anchor Shirtings	4
Arnold	6
Arnold Merino	6
" long cloth B	9
" C	7
" century cloth	7
" gold seal	10 1/2
" green seal	10 1/2
" yellow seal	10 1/2
" serge	10 1/2
" Turkey red	10 1/2
Ballou solid black	10 1/2
" colors	10 1/2
Bengal blue, green, red and orange	6
Berlin solids	5 1/2
" oil blue	6
" green	6
" Foulards	5 1/2
" red & blue	7
" " " "	9 1/2
" 3-4 XXXX	12
Cochecho fancy	5
" madders	5
" XX twills	5
" solids	5
TICKINGS.	
Amoskeag A C A	11 1/2
Hamilton	7
" D	8
" Awning	11
Farmer	8
First Prize	10 1/2
Lenox Mills	18
COTTON C RILL.	
Atlanta, D	6 1/2
Boot	6 1/2
Clifton, K	7
ARROW BRAND.	
" World Wide	6
" LL	4 1/2
Full Yard Wide	6 1/2
Georgia A	6 1/2
Honest Width	6
Harford A	5
Indian Head	5 1/2
King A A	5 1/2
King E C	5 1/2
Lawrence L L	4 1/2
Madras cheese cloth	6 1/2
Newmarket G	5 1/2
" B	5
" N	5 1/2
" DD	5 1/2
" X	6 1/2
Noble R	6
Our Level Best	6
Oxford R	6
Pequot	7
Solar	7
Top of the Heap	7
GEO. WASHINGTON.	
Glen Mills	7
Green Ticket	7 1/2
Great Falls	7 1/2
Hope	6 1/2
Just Out	4 1/2
King Phillip	7 1/2
" OP	7 1/2
Lonsdale Cambric	9 1/2
Lonsdale	8
Middlesex	8 1/2
No Name	4 1/2
Oak View	6
Our Own	5 1/2
Pride of the West	11
Rosalind	7 1/2
Sunlight	4 1/2
Utica Mills	8 1/2
" Nonpareil	10
Vinyard	8 1/2
White Horse	6
" Rock	8 1/2
Dwight Anchor	7 1/2

## DEMINS.

Amoskeag	12	Columbian brown	12
" 9 oz	14	Everett, blue	11
" brown	14	" brown	11
Andover	11 1/2	Haymaker blue	7 1/2
Beaver Creek A A	10	" brown	7 1/2
" BB	9	Jaffrey, XX, 9 XXX	10
" CC	9	Lancaster	12 1/2
Boston Mfg Co. br.	7	Lawrence, 9 oz	12 1/2
" blue 8 1/2	8 1/2	" No. 220	12
" d & twist 10 1/2	10 1/2	" No. 250	10
Columbian XXX br	10	" No. 280	8
" XXX br	10		
GINGHAMS.			
Amoskeag	5	Lancaster, staple	5
" Persian dress 6 1/2	6 1/2	" fancies	6
" Canton	7	" Normandie	6
" A P C	10 1/2	Lancashire	4 1/2
" Teazle	10 1/2	Manchester	4 1/2
" Angola	10 1/2	Monogram	4 1/2
" Persian	7	Normandie	6 1/2
Arlington staple	6 1/2	Persian	6 1/2
Arasapha, fancy	4 1/2	Renfrew Dress	7 1/2
Bates Warwick dress	7 1/2	Rosemont	6 1/2
" staples	6	Slater'sville	6
Centennial	10 1/2	Somerset	7
Criterion	10 1/2	Tacoma	7 1/2
Cumberland staple	5 1/2	Toll du Nord	8 1/2
Cumberland	5	Wabash	7 1/2
Essex	4 1/2	" seersucker	7 1/2
Elfin	7 1/2	Warwick	6 1/2
Everett classics	8 1/2	Whittenden	8
Exposition	7 1/2	" heather dr	7 1/2
Glenarvie	6 1/2	" indigo blue	9
Glenwood	7 1/2	Wamsutta staples	6 1/2
Hampton	5	Westbrook	8
Johnson Chalmers	4 1/2	Windermeer	10
" indigo blue	5	York	6 1/2
" zephyrs	10		
GRAIN BAGS.			
Amoskeag	12 1/2	Georgia	12 1/2
Stark	10 1/2		
American	12 1/2		
THREADS.			
Clark's Mile End	45	Barbour's	95
Coats' J. & P	45	Marshall's	90
Holyoke	22 1/2		
KNITTING COTTON.			
No. 6	33	White, Colored	37
" 8	34	" "	42
" 10	35	" "	43
" 12	36	" "	44
		" "	45
CAMBRICS.			
Slater	4	Edwards	4
White Star	4	Lockwood	4
Kid Glove	4	Wood's	4
Newmarket	4	Brunswick	4
RED FLANNEL.			
Fireman	27	T W	22 1/2
Creedmore	24	F T	32 1/2
Talbot XXX	30	J R F XXX	35
Nameless	27 1/2	Buckeye	32 1/2
MIXED FLANNEL.			
Red & Blue, plaid	40	Grey S R W	17 1/2
Union B	22 1/2	Western W	16 1/2
Windsor	18 1/2	D R P	16 1/2
6 oz Western	20	Flushing XXX	23 1/2
Union B	22 1/2	Manitoba	23 1/2
DOMEST FLANNEL.			
Nameless	8 @ 9 1/2	" 9 @ 10 1/2	12 1/2
" 8 1/2 @ 10			
CANNAS AND PADDING.			
Slate	9 1/2	Black	10 1/2
9 1/2	10 1/2	10 1/2	10 1/2
10 1/2	10 1/2	11 1/2	11 1/2
11 1/2	11 1/2	12	12
12 1/2	12 1/2	20	20
DOES.			
Severin, 8 oz	9 1/2	West Point, 8 oz	10 1/2
Mayland, 8 oz	10 1/2	" 10 oz	13 1/2
Greenwood, 7 1/2 oz	9 1/2	Raven, 10 oz	13 1/2
Greenwood, 8 oz	11 1/2	Stark	13 1/2
Boston, 8 oz	10 1/2	Boston, 10 oz	12 1/2
WADDINGS.			
White, doz	25	Per bale, 40 doz	88 50
Colored, doz	30	Colored	7 50
SILKES.			
Slater, Iron Cross	8	Pawtucket	10 1/2
" Red Cross	9	Dundie	9
" Best	10 1/2	Bedford	10 1/2
" Best AA	12 1/2	Valley City	10 1/2
L	7 1/2	KK	10 1/2
G	8 1/2		
SEWING SILK.			
Corticelli, doz	35	Corticelli knitting	30
twist, doz	37 1/2	per 1/2 doz ball	30
50 yd, doz	37 1/2		
HOOKS AND EYES—PER GROSS.			
No 1 Bl'k & White	10	No 4 Bl'k & White	15
" 2	12	" 8	20
" 3	12	" 10	25
No 2-20, M C	50	No 4-15 1/2	40
" 3-18, S C	45		
COTTON TAPE.			
No 2 White & Bl'k	12	No 8 White & Bl'k	20
" 4	15	" 10	28
" 6	18	" 12	35
SAFETY PINS.			
No 2	28	No 3	35
NEEDLES—PER M.			
A. James	1 40	Steamer	40
Crowley's	1 35	Gold Eyed	1 50
Marshall's	1 00	American	1 00
TABLE OIL CLOTH.			
5-4	1 75	6-4	2 30
5-4	1 65	6-4	2 30
COTTON WINES.			
Cotton Sall Twine	28	Nashua	14
Crown	12	Rising Star 4-ply	17
Domestic	15 1/2	" 3-ply	17
Anchor	16	North Star	20
Bristol	13	Wool Standard 4 ply	17 1/2
Cherry Valley	15	Powhattan	16
I X L	18 1/2		
PLAID ONSABURGS.			
Alabama	6 1/2	Mount Pleasant	5
Alamance	6 1/2	Onelda	5
Augusta	7 1/2	Prymont	5 1/2
Ar sapha	6	Randelman	5 1/2
Georgia	6 1/2	Riverside	5 1/2
Granite	6 1/2	Sibley A	6 1/2
Haw River	5	Toledo	6 1/2
Haw J	5	Otis checks	7



## WE WANT BEANS

and will pay highest market price for them.

If you have any stock you wish to dispose of, seek headquarters for an outlet.

## HOLIDAY GOODS

ALBUMS,  
DOLLS,  
TOYS,  
GAMES,  
BOOKS.

EATON, LYON & CO.  
20 & 22 Monroe St.,  
GRAND RAPIDS.

## Betsy and I Are Out.

Draw up the papers, lawyer.

And make 'em good and stout,  
For things at home are crossways,  
And Betsy and I are out.

It's only a very little thing

That's a-partin' of us two;

I insist on usin' Atlas Soap

And she's got to use it, too.

And if she don't, I declare to you,

I'm a-goin' to git up and git;

I've allus been boss of the roost at home,

And I'm going to be boss yit.

If Betsy don't come to terms to-day,

And git Atlas Soap at the store,

I'm goin' to leave without delay,

And I'll not come back any more.

Manufactured only by

HENRY PASSOLT,  
Saginaw, Mich.

## HIRTH, KRAUSE &amp; CO.

Headquarters for

Over Gaiters  
and Leggings

\$2.50 per dozen  
and Upwards.

Lamb Wool Soles  
in 3 grades.

Duck and Sheepskin  
Slippers.

Mail us your order  
and we will guarantee  
satisfaction in both  
price and quality.





whom a dun, however courteously expressed, is considered an affront, and a repetition of it a sure *casus belli*.

Yet, however immoderate may be his impositions on the forbearance of creditors, he claims the same financial standing accorded to prompt payers and howls piteously if it is not conceded on the commercial record. In this line he does business on the smallest capital of merit, yet expects to receive the largest net dividends in the alphabet of financial rating. His system of book keeping does not include double entry, unless it be in duplicate charges of the same item. It has no column for off-sets, and all reference to them is carefully ignored. Should accounts payable be pressed upon his attention, they are audited by a scaling down process to which decimation affords no parallel; or, if admitted, a demurrer is entered on the plea of lack of funds. At the same time he does not deny himself anything so long as it can be procured from a contingent fund which is always available, and, thanks to our exemption laws, always beyond the reach of creditors. He has no trouble to secure bargains whenever a profitable speculation heaves in sight. He has fictions to account for every seeming discrepancy between the alleged poverty of yesterday and the extensive cash purchase of property to-day. Thus, everyone's extremity is compelled to serve his opportunity, while he preserves a remarkable serenity of mind concerning the mountain of unfulfilled obligations he is heaping up year after year, to the injury of accommodating neighbors and tradesmen.

You should see him brought face to face with a grocer's bill that has crept up from nothing to a fearful aggregate, in spite of casual payments. Watch how he scans each item from January to December, for the purpose of finding some weak spot on which he may base a disclaimer of contract, if not an actual alibi. The pathetic appeals of his washerwoman or poverty-bound seamstress never loosen his purse strings, since, by reason of cardiac ossification, they fail to reach a responsive feeling in the vital portion of his anatomy. He treats all accounts against him as though they were plaintiffs in a legal action and he counsel for the defense, pleading every technicality in mitigation or arrest of judgment, but having otherwise no personal interest therein, except to grieve that there are no fees coming to him for quibbling the complainant's case out of court.

Such an enterprising citizen in any community is sure to breed a general distrust of honesty of human action. If he be an employer of labor, every man subjected to his peculiar methods loses not only a portion of his earnings, but also that faith in humanity that holds the business world true in its orbit and helps to keep his own moral system in a healthy condition. It is not strange if, at times, he is tempted, by injured feeling, to suspend the rules of honest dealing and enter on a similar course, acting on the theory of "Do unto others as they do unto you." He forgets that the better Golden Rule was made for universal application, and, like natural law, cannot be broken without a resulting penalty. Just to the extent that injured creditors adopt such business heresy will the moral tone of society be lowered.

The failures that are occurring among dealers all over the country may be at-

tributed, in part, to the laxity in general morals concerning the sacredness of business promises made by consumers. The credit system seems to be a necessity—it certainly is to many poor men struggling to reach better conditions; but there is a limit to its advantages. The credit system is a curse to one who can get along without it, though usually he is the man most likely to abuse it. It is the recourse of the careless, pleasure-loving spendthrift, as well as of the shiftless and the criminal. Its history is mainly a record of broken promises. Some of these may have had honest excuse, but long experience with all sorts of men convinces me that the latter will not exceed 10 per cent. Looking over the accounts of many years once listed as hopelessly bad, nearly all of which are now barred by the statute of limitation, I do not believe there is a dollar of the total that could not have been paid by the debtor when due without the sacrifice of a single comfort to himself or his family.

One who wilfully takes advantage of another's confidence, by purchasing on credit either luxuries or necessities with no intention of paying for them, is a criminal in fact, however much a legal fiction may gloss over the animus of the deed. In comparison, larceny, be it petit or grand, is a virtue, because universal opinion condemns the cowardly act of a stab in the back, while excusing blood spilt in open and fair combat. Those of the first mentioned class begot their conduct with all manner of excuses, when the reason apparent to every observer is a want of manly courage to show their true colors.

A majority of bad debts, the world over, if we take the most charitable view, may reasonably be charged to improvidence of the buyer. They are what every intelligent dealer who is compelled to do a credit business expects. Upon his shrewdness and intimate knowledge of each customer's habits depends his freedom from excessive loss. But the class of thrifty ones whose profits depend on defaulted promises represent the real vampire sucking the lifeblood of commercial prosperity. Rather than pay for "a dead horse," as the slang of the day designates an article bought and consumed but not paid for, creatures of this ilk prefer to steal a dozen live ones before the eyes of the owners, expecting the theft will be condoned by law under the name of "uncollected debts." If it were not for the tax this class impose on trade, the enterprising dealer would stand a better chance of getting on in the world.

S. P. WHITMARSH.

### Hardware Price Current.

These prices are for cash buyers, who pay promptly and buy in full packages.

AUGERS AND BITS.		dis.
Snell's	60x10	40
Cook's	40	25
Jennings', genuine	50x10	40
Jennings', imitation	50x10	30
AXES.		dis.
First Quality S. B. Bronze	5 50	
D. B. Bronze	11 00	
S. B. Steel	6 50	
D. B. Steel	13 00	
BARROWS.		dis.
Railroad	\$12 00	14 00
Garden	30 00	40 00
BOLTS.		dis.
Stove	50x10	75x10
Carriage new list	75x10	40x10
Plow	40x10	70
Sleigh shoe	70	
BUCKETS.		dis.
Well, plain	\$ 3 50	
Well, swivel	4 00	
BUTTS, CAST.		dis.
Cast Loose Pin, figured	70x10	60x10
Wrought Narrow, bright cast joint	40	60x10

Wrought Loose Pin	40
Wrought Table	40
Wrought Inside Blind	40
Wrought Brass	75
Blind, Clark's	70x10
Blind, Parker's	70x10
Blind, Shepard's	70
BLOCKS.	
Ordinary Tackle, list April 1892	60x10
CRADLES.	
Grain	40x10
CROW BARS.	
Cast Steel	per lb 5
CAPS.	
Ely's 1-10	per m 65
Hick's C. F.	" 55
G. D.	" 35
Musket	" 60
CARTRIDGES.	
Rim Fire	50
Central Fire	25
CHISELS.	
Socket Firmer	75x10
Socket Framing	75x10
Socket Corner	75x10
Socket Slicks	75x10
Butchers' Tanged Firmer	40
COMBS.	
Curry, Lawrence's	40
Hotchkiss	25
CHALK.	
White Crayons, per gross	120x12 1/2 dis. 10
COPPER.	
Planished, 14 oz cut to size	per pound 28
14x32, 14x56, 14x60	26
Cold Rolled, 14x56 and 14x60	23
Cold Rolled, 14x48	23
Bottoms	22
DRILLS.	
Morse's Bit Stocks	50
Taper and straight Shank	50
Morse's Taper Shank	50
DRIPPING PANS.	
Small sizes, ser pound	6 1/2
Large sizes, per pound	06
ELBOWS.	
Com. 4 piece, 6 in	dos. net 75
Corrugated	dis. 50
Adjustable	dis. 40x10
EXPANSIVE BITS.	
Clark's, small, \$18; large, \$28	dis. 30
Ives', 1, \$18; 2, \$24; 3, \$30	25
FILES—New List.	
Disston's	60x10-10
New American	60x10-10
Nicholson's	60x10-10
Heller's	50
Heller's Horse Rasps	50
GALVANIZED IRON.	
Nos. 16 to 20; 22 and 24; 25 and 26; 27	28
List 12 13 14 15 16 17	17
Discount, 70	
GAUGES.	
Stanley Rule and Level Co.'s	50
KNOBS—New List.	
Door, mineral, jap. trimmings	55
Door, porcelain, jap. trimmings	55
Door, porcelain, jap. trimmings	55
Door, porcelain, jap. trimmings	55
Drawer and Shutter, porcelain	70
LOCKS—DOOR.	
Russell & Irwin Mfg. Co.'s new list	55
Mallory, Wheeler & Co.'s	55
Branford's	55
Norwalk's	55
MATTOCKS.	
Adse Eye	\$16.00, dis. 60-10
Hunt Eye	\$15.00, dis. 60-10
Hunt's	\$18.50, dis. 20x10
MAULS.	
Sperry & Co.'s, Post, handled	50
MILLS.	
Coffee, Parkers Co.'s	40
" P. S. & W. Mfg. Co.'s Maliceables	40
" Landers, Ferry & Clark's	40
" Enterprise	30
MOLASSES SATES.	
Stebbin's Pattern	60x10
Stebbin's Genuine	60x10
Enterprise, self-measuring	30
NAILS.	
Advance over base, on both Steel and Wire.	
Steel nails, base	1 35
Wire nails, base	1 35
60	Base
40	25
30	25
20	35
16	45
12	45
10	50
8	60
4 & 6	75
3	90
2	1 20
1	1 60
Fine 3	1 60
Case 10	65
" 8	75
" 6	90
Finish 10	75
" 8	90
" 6	10
Clinch 10	70
" 8	80
" 6	90
Barrell 1/2	1 75
PLANES.	
Ohio Tool Co.'s, fancy	dis. 40
Scotch Bench	250
Sanbury Tool Co.'s, fancy	40
Bench, first quality	40
Stanley Rule and Level Co.'s wood	50x10
PANS.	
Fry, Acme	dis. 60-10
Common, polished	dis. 70
RIVETS.	
Iron and Tinned	50-10
Copper Rivets and Burs	50-10
PATENT PLANISHED IRON.	
"A" Wood's patent planished, Nos. 24 to 27	10 20
"B" Wood's pat. planished, Nos. 25 to 27	9 20
Broken packs 1/2 per pound extra.	

HAMMERS.	
Maydole & Co.'s	dis. 25
Kip's	dis. 25
Yerkes & Plumb's	dis. 40x10
Mason's Solid Cast Steel	30c list 60
Blacksmith's Solid Cast Steel Hand	30c 40x10
HINGES.	
Gate, Clark's, 1, 2, 3	dis. 60x10
State	per dos. net, 2 50
Screw Hook and Strap, to 12 in. 4 1/4 14 and longer	8 1/2
Screw Hook and Eye, 1/2	net 8 1/2
" " " 3/4	net 7 1/2
" " " 1	net 7 1/2
Strap and T	dis. 5
HANGERS.	
Barn Door Kidder Mfg. Co., Wood track	50x10
Champion, anti-friction	60x10
Kidder, wood track	40
HOLLOW WARE.	
Pots	60x10
Kettles	60x10
Spiders	60x10
Gray enameled	40x10
HOUSE FURNISHING GOODS.	
Stamped Tin Ware	new list 75
Japanned Tin Ware	25
Granite Iron Ware	new list 25
WIRE GOODS.	
Blight	dis. 70x10x10
Screw Eyes	70x10x10
Hook's	70x10x10
Gate Hooks and Eyes	70x10x10
LEVELS.	
Stanley Rule and Level Co.'s	dis. 70
ROPES.	
Sisal, 1/4 inch and larger	7
Manilla	10
SQUARES.	
Steel and Iron	dis. 77x10
Try and Bevels	60
Mitre	20
SHEET IRON.	
Nos. 10 to 14	Com. Smooth. Com.
Nos. 15 to 17	3 50 2 50
Nos. 18 to 21	3 50 2 50
Nos. 22 to 24	4 06 2 70
Nos. 25 to 28	3 55 2 80
No. 27	3 65 2 90
All sheets No. 18 and lighter, over 30 inches wide not less than 2-10 extra	3 75 3 00
SAND PAPER.	
List acct. 19, '86	dis. 50
SASH COORD.	
Silver Lake, White A.	list 50
" Drab A.	55
" White C.	50
" Drab B.	55
" White C	20
Discount, 10.	
SASH WEIGHTS.	
Solid Eyes	per ton \$20
SAWS.	
" Hand	dis. 20
" Silver Steel Dia. X Cuts, per foot	70
" Special Steel Dia. X Cuts, per foot	50
" Special Steel Dia. X Cuts, per foot	30
" Champion and Electric Tooth X Cuts, per foot	30
TRAPS.	
Steel, Game	60x10
Onelda Community, Newhouse's	40
Onelda Community, Hawley & Norton's	70-10 10
Mouse, choker	15c per dos
Mouse, delusion	\$1.25 per dos
WIRE.	
Bright Market	dis. 70-10
Annealed Market	75
Coppered Market	70
Tinned Market	62 1/2
Coppered Spring Steel	50
Barbed, Fence, galvanized	2 50
" painted	2 10
HORSE NAILS.	
An Sable	dis. 40x10
Putnam	dis. 05
Northwestern	dis. 10x10
WRENCHES.	
Baxter's Adjustable, nickeled	30
Coe's Genuine	50
Coe's Patent Agricultural, wrought	75
Coe's Patent, malleable	75x10
MISCELLANEOUS.	
Bird Cages	dis. 50
Pumps, Cistern	75x10
Screws, New List	70x10x10
Casters, Bed a d Plate	50x10x10
Dampers, American	40
Forks, hoes, rakes and all steel goods	65x10
METALS.	
Pig Large	26c
Pig Bars	28c
ZINC.	
Duty: Sheet, 2 1/2c per pound.	
600 pound casks	6 1/2
Per pound	7
SOLDER.	
1/20%	16
Extra Wiping	15
The prices of the many other qualities of solder in the market indicated by private brands vary according to composition.	
ANTIMONY.	
Cookson	per pound 13
Ballett's	13
TIN—MELYN GRADE.	
10x14 IC, Charcoal	\$ 7 50
14x20 IC, " "	7 50
10x14 IX, " "	9 25
14x20 IX, " "	9 25
Each additional X on this grade, \$1.75.	
TIN—ALLWAY GRADE.	
10x14 IC, Charcoal	75
14x20 IC, " "	6 75
10x14 IX, " "	9 25
14x20 IX, " "	9 25
Each additional X on this grade \$1.50.	
ROOFING PLATES.	
14x20 IC, " Worcester	6 50
14x20 IX, " "	8 50
14x20 IC, " "	13 50
14x20 IX, " Allaway Grade	6 00
14x20 IC, " "	7 50
20x28 IC, " "	12 50
30x28 IX, " "	15 50
BOILER SIZEN TIN PLATE.	
14x28 IX	\$14 00
14x31 IX	15 00
14x36 IX, for No. 8 Boilers, per pound	10 00
14x40 IX, " 9	





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E. A. STOWE, Editor.

WEDNESDAY, DECEMBER 19.

#### FREE COINAGE OF SILVER.

There would be no outcry for the free coinage of silver unless it were believed by those who advocate it that some good, some public general good would come of it. It is important to look into this matter and see what good, if any, can result from free coinage.

Let it first be understood what the free coinage of silver is. It means that any holder of silver bullion shall have the right to go to the mint with it and have it coined into standard dollars. That right does not exist to-day. The mint will not coin silver for anybody on any terms. It will only coin silver which is owned by the Government. The right of free coinage in gold exists, however, and the mint will coin gold for any person and hand out the eagles for all the bullion that is turned in. The mint makes its seigniorage or fee, which need not be described here, since the question of free coinage alone is under consideration. Free coinage means, then, not that the mint will coin free of charge, but that it will coin without limit all the precious metal that is brought to it. As has been stated, there is free coinage in gold, but not in silver.

But suppose that free coinage in silver were authorized by act of Congress; what would be the consequence? Would it make money more plenty? The only way to make money plenty is to put it in active circulation, and this is done only by whatever will arouse and stimulate every sort of business and industry.

When all the mills, furnaces and factories in the country are running at full capacity and full time, working up the raw material from the fields, forests and mines of the country; when the ships, boats and railroads are busy carrying products of all sorts from the interior to the coasts, and from the ports to the interior; when all the work people are earning fair wages, then, and then only, will money be plenty. It will be plenty, not because there will be any more dollars in existence, but because those dollars, instead of being locked up in vaults, will be in the hands of the people.

What effect would the free coinage of silver have in producing such a state of things? When a man carries his silver to the mint and has it coined, what will

he do with his money? Why, just precisely what he does with his gold when he gets that coined. He commonly hides it away to be used in business. He does not give it to his friends; he does not hand it out to the public; he keeps it for his own use. Nobody would get one of those new dollars except in the way of business, and yet there is a wild outcry for free coinage, just as if anybody would be individually benefited by it.

It is a remarkable fact that, in spite of the strange demand for the free coinage of silver, the people will not handle silver dollars. The total coinage of these dollars under the act of Feb. 28, 1878, was 378,166,793; but, instead of going into circulation, they are nearly all in the vaults of the treasury. There are 364,726,543 of these silver dollars stored up in the Government vaults, but they are represented in circulation by paper certificates.

The people talk loudly about silver; but all the time they mean paper, because every paper dollar, whether it represents gold, silver or what not, will on presentation draw gold out of the treasury. All the money in the United States is based on a gold standard, and, despite the fact that on the first day of December nearly \$600,000,000 of silver coin and bullion was covered by paper certificates, every dollar of that silver paper stands for its face value in gold.

Every man who earns wages, every man who sells the products of his labor, is paid virtually in gold, because all the money in the United States is guaranteed by the Government to be worth its face in gold. Every silver dollar, which is intrinsically worth about 50 cents, is really worth 100, because the Government says it shall be so. The situation is practically the same as if there were only gold dollars in circulation, because the Government has guaranteed every dollar in the country to be as good as gold.

But the power of the Government to maintain such a guarantee is limited. It can make its pledge good with \$600,000,000 of silver, but it cannot maintain it with unlimited silver. If there were free coinage of silver, the Government would have to guarantee every dollar coined, no matter for whom, and it is plain the end of guaranteeing would soon come. No credit is unlimited, not even that of a government.

The credit of the United States rests upon its ability to raise all the money it needs by taxation. It has not reached the limit of taxation yet, and it can pile on a good deal more before the people will rebel. Some nations have reached those limits, and they can raise their taxes no higher. When taxation becomes so oppressive that the people feel they are being robbed, they refuse to pay; they rise up and overthrow the Government. That has been done many times in the past, and will be done again whenever the limits of the people's endurance have been overreached.

The United States' credit is first class, because it is a country rich in natural resources, and its full development is far from having been reached. The country will stand a good deal more of taxation, and that is the reason its credit is so good in the world's money markets. But this credit, like all others, has its limitations, and if the free coinage of silver were permitted, and the Government were to continue to guarantee 100 cents for

every 50 cent dollar, it is plain that this magnificent credit would break down, and the first time there was a failure to hand out 100 cents for a dollar silver certificate, then down would go the money of the country to a silver basis.

#### THE CURRENCY PROBLEM.

It is surprising with what unanimity the press comments on President Cleveland's message agree that the currency problem has become the most important question before the country. This conviction loses nothing of its force by the fact that there is not the least evidence that party lines have anything to do with the matter. The inelasticity of the present currency system is generally recognized, and even the hitherto most pronounced opponents of State bank circulation are now apparently drifting in the direction of the full recognition of the rights of the banks to issue notes.

The President and Secretary Carlisle are clearly in favor of the repeal of the tax on State bank circulation and the issue of notes by the State banks where their solvency is approved by the Treasury Department. This is a long step in the direction of a more elastic currency, and the further recommendations, that Government bonds be no longer required as security for circulation, and that notes be guaranteed solely by the credit of the banks issuing them, supplemented by a guarantee fund to protect the notes of failed banks, promise to remove from the shoulders of the Government a burden which should be no part of its proper functions.

The manifest tendency of legislation on the currency question is in the direction of the elimination of the treasury from the banking business, and its restriction to its legitimate and proper duties, namely, the administration of the revenues of the Government. There is a growing belief that the only money the treasury should issue is gold and silver, the circulation of paper being left entirely to the banks.

The only other plan claiming attention, besides that of Secretary Carlisle, is that known as the Baltimore Plan, advocated by the American Bankers' Association. It calls for the issue by the Government of a sufficient amount of low interest-bearing bonds to retire all the outstanding paper currency. These bonds are to be afterward used by the banks, State and national, to secure circulating notes. This Plan, it will be noted, also contemplates the retirement of all the paper money of the Government, and the recognition of the State banks on an equal footing with the national banks.

The recommendation of the President and Secretary Carlisle that all banks be permitted to issue notes, with no other restrictions than an official approval by the treasury of their solvency, is a full recognition of the justice of the demands made by the advocates of the repeal of the 10 per cent. tax. There will be many financiers, however, who will oppose Secretary Carlisle's proposition that the notes should be secured by the deposit of bonds. Some security, whether State or national bonds, would undoubtedly increase public confidence in the notes, and, if such security were exacted upon an equitable basis—as, for instance, to the extent of 75 per cent. of the total amount of notes issued—the elasticity of the proposed currency would in no way be impaired.

It is doubtful if the present short session of Congress will be able to enact a new currency law; but an attempt should certainly be made, even if nothing further than the repeal of the tax on State bank circulation is accomplished in the way of a beginning.

It is a curious thing that the most radical monopolistic organizations for protection—the labor unions and federations—in nearly all their publications are strenuous advocates of free trade. This means, of course, that all differences in the value of labor in this country, England, Germany, Belgium, India and China should be ignored, so far as trade is concerned, only protesting that the laborers themselves be excluded from immigration. They ask that there be no restriction in the product of their labor. At the same time they form themselves into organizations embracing a small minority in each of the different trades as a whole in the country, the first principle of which, in those localities where their numbers give them the power, is the exclusion of all others of the same trade from participating in the labor of that locality. Is there a narrower form of "protection" conceivable?

#### The Subject Uppermost with All.

The currency question is uppermost. Congress and the country are engaged upon it. We are sure to find a solution, and one which will be nearly right. We may make mistakes in the working, but we'll "get there all the same". Discussion enlightens, and we are having discussions, not in banks only, but in the homes. Every thinking man is talking on the important subject of the nation's money. We must have the best. On that we are all agreed. Our judgment is that national recovery and progress are hindered more by this uncertainty than by anything else.

There is some talk of gold shipments the next six weeks. Exchange keeps well up to the shipping point, and experienced bankers look for shipments this month and next; and if we get our currency put into good shape this winter all will be well. Our industries will revive, and all willing workers will again find jobs. There are indications of an increasing demand for iron and steel at the present low prices. Our 170,000 miles of railway must come gradually into the market for replenishing supplies, and this will help to make things hum and lessen the number of pessimists who are ever insulting the present by talking of the good old times, when stage coaches and wheelbarrows were more in use.

GEO. R. SCOTT.

#### Lakeview Laconics.

LAKEVIEW, Dec. 15—Nearly all of the new brick buildings erected here since the fire will be occupied within a month.

The Stebbins Manufacturing Co. has its new factory building nearly completed. It is also putting in an elevator, several new machines and a steam heating system, costing altogether about \$2,000.

C. Newton Smith will erect a brick addition to his warehouse, 24x28 feet in dimensions.

The electric lights have shone two nights in our village, but some of the city "dads" hardly seem to be pleased with the job.

Lakeview will have her first reputable banking house about Jan. 1, with L. P. Sorenson as proprietor.

The self-conceited man who says he is too smart to be fooled comes very near being a fool.



## THE SEARCH FOR GOLD.

It matters not in the least whether the consummation of the free coinage of silver shall reduce all business and money in this country to the silver standard or not, henceforth there is to be a determined, indefatigable and almost mad search for gold.

The great commercial nations of the earth have established the gold standard as the measure of commercial and financial values. In London, the world's money market, which gives laws in values to the other nations, gold is the rule, and so the world must have gold. Should the silver standard be forced upon the United States, as is not at all unlikely, the prevalence of a depreciated silver currency will make the demand for the yellow metal all the more imperative.

When, at the close of the American civil war, the restoration of peace turned the minds of the people to the demands of commerce, they realized that their depreciated paper currency, which then fluctuated from 140 to 280 to 100 of gold, emphasized all the more energetically the urgent demand for gold, and, in response to this demand, the vast region of the Northwest, now occupied by the States of Montana, Idaho and Wyoming, was covered with bands of white men searching for gold. Their efforts were rewarded with such success that in the decade between 1864 and 1874 gold enough had been secured to enable the United States, with more than two thousand millions of dollars in outstanding obligations, to resume specie payments.

When, in 1893, the Congress of the United States declared the inability of the nation to maintain any longer the gold value of the flood of silver which the Sherman law had turned loose upon the country, there came a collapse in silver mining, and a mad rush into the Western mountains to search for gold. Under this impulse, the stock of gold was increased from the new mines that were discovered and improved processes that were employed in the old. For several years past there has been increased activity in the search for the yellow metal, and the production has considerably increased. According to the best statistics, the world's production for the past three years is given as follows:

	United States Product.	World's Product.
1891	\$33,155,000	\$130,655,000
1892	33,014,000	146,297,000
1893	35,929,000	155,521,000

While there is an increase in the gold production, there is nothing in sight like the great yields of California and Australia, or even like the rich mines of Montana and Idaho, as they were in the period from 1864 to 1874. The dependence is no longer in those deposits that made men fabulously rich in a single season; but in the use of processes and methods which give superior economy and increased power of reducing ores that were once rejected. Old mines are being worked over and inferior ores are made to pay.

There is probably no rich deposits left undiscovered anywhere, save in Africa, and nobody knows what may be hidden there. But it is becoming manifest that the gold hunters must depend upon improved methods of extraction rather than upon special rich finds. But there is still every reason why the search should go on, as it will, with the greatest activity. Indeed, this is what is being done.

In this connection, there is no wisdom in going off to distant countries to find gold. Whether Mexico, Honduras, or other Central and South American countries, be the goal, the same costs and toil and uncertainties are present, with the additional difficulties arising from the fact that the laws and customs of foreign countries have to be contended with. There is still a great deal of gold in the United States, and there is no need for the explorers to go out of their limits. The Rocky Mountains and Sierra Nevadas in the West, and the Blue Ridge Mountains in the East, are all producers of gold, and they are all being worked over with favorable results.

The present business depression is slowly passing off, to be succeeded by a season of active trading, and, later, by vigorous business enterprise and lively speculation. The eager demand for gold will excite a large interest in mining operations, and gold property will be eagerly sought.

## THE TRUE NOBILITY.

The people of the United States, to whom titles of nobility are specially denied by the national constitution, are, nevertheless, in many cases desirous to trace their descent from royal or noble blood, and they often base their claims on extremely flimsy evidence.

In this country, where there is extreme neglect as to records of marriages, births and baptism, it is not easy, after the eye-witnesses shall have died, to prove a marriage, and when information is sought for, a few generations back, into the history of a family, it often happens that there is no evidence that would be respected in a court of law to tell anything about the family descent and connection.

There are families, of course, which possess records and various heirlooms that have been handed down for generations and which give satisfactory information; but the claim, so often made in this country, of royal descent must be regarded rather as a romantic and fanciful matter than as a solid and reliable fact.

Nevertheless, for the satisfaction of such claimants, a very ingenious calculation has been put forth which answers all objections and satisfies all doubts. The English nobility of to-day claims descent from William of Normandy, who, with a French army, largely composed of "free lances" and adventurers, in the year 1066 crossed the water into England and conquered the country in a very brief campaign, in which only one considerable battle was fought.

William made himself king and constructed a peerage, or order of nobility, out of his chief lieutenants. It is, therefore, usual not to claim nobility back of the Conquest, although there were Saxon, Welsh and Scottish Kings when William's ancestors were Norwegian pirates prowling about the European seas in those peculiar barks like the one sent from Sweden to the Chicago Exposition, and subsequently down the Mississippi River to New Orleans.

But the Pirate Rolla, having settled on the coast of France, founded what afterwards came to be the Dukedom of Normandy, and from this stock sprang this conqueror who started a new order of things in the British Isles. Since it is a very important matter to be a descendant of such a robber king, the arithmeticians have been kind enough to fix the busi-

ness up with figures, and, since figures never lie, the claims of such high descent are easily settled.

Allowing thirty-three years as a generation, there have been twenty-six generations since 1066. William the Conqueror had four sons and six daughters. Averaging each of these as having three children, with the same average for each of their descendants down to the present, and the children of William in the present, or twenty-sixth, generation, by a simple arithmetical calculation, would have 2,834,295,314,810 descendants now living in the British Isles, in America, in the colonies, or wherever men of British descent are to be found. As this is fully 25,000 times as many as there are people of British descent on the globe, it shows that many families died out and became extinct; but it is good enough for those who survive. Here every person of British descent has a share in the blood of the Conqueror. Then there are all the other English kings, including Henry VIII, with his six wives, and the Stuarts, who were generous in their favors.

But, after all, in a democratic form of government, where every man, as Sancho Panza has said, "is the son of his own works," what boots it that a man has descended from a robber or a rakish king, if that claim will gain him no consideration and will not even secure a meal of victuals? There is much in heredity, but it is not necessary to go back for it 800 or 500 years. It is worth while for a man to know that his father, his grandfather and his great-grandfather were honest and respectable men. If he can trace back still farther and find an honest ancestry, and be able to call his progenitors by name and recite their history, so much the better. But who can trace out the direct line through which he claims descent from royal personages? In the absence of records, such pretensions are of little worth. A man is a gentleman, not because of any claims whatever, but because his behavior proclaims his noble spirit, his generous disposition, his high sentiment of honor, and his desire to do always what is right. This is God's stamp of nobility, and there is no other.

## SUPPRESSING THE SOCIALISTS.

The first work to which the present session of the German Reichstag will be directed will be the bill for the suppression of revolutionary movements and punishing seditious utterances. This bill is, of course, aimed at the Socialists, and will restrict liberty of speech, protect the State from public attack and monarchy from all disloyal utterances.

Although the measure will meet with vigorous opposition and will have to be materially amended, it is, nevertheless, admitted that it is likely to pass. It is becoming generally recognized that the drift of Socialism is toward active revolution, and all adherents of the existing order find it necessary to subordinate other differences to a united fight against the disintegrating leaven of Socialism.

The socialists themselves have done much to aid the agitation against them. Their open defiance of the Emperor in the Reichstag, a few days ago, has aroused popular sentiment against their party, as it served to show clearly that their ultimate aim was revolution and the overthrow of all existing institutions. Heretofore, the Socialists have carefully absented themselves from ceremonies where cheers for the Emperor were likely to be called for; but, on the occasion of the opening of the Reichstag, they evidently sought an opportunity purposely of openly displaying their disloyalty. This course, while probably calculated to enthrone the Socialists themselves, cannot fail to consolidate all the patriotic and conservative elements against the party of revolution and disintegration.

## WHAT STOVE MERCHANTS

With Experience in the Trade Have  
To Say about the Majestic.

## Hughes &amp; Otis, Fond du Lac, Wis.

The Majestic Steel Range is without a peer as to cooking apparatus. (Thirty years' experience in the stove business.)

## D. &amp; F. Lusel, Watertown, Wis.

After a most thorough test with both hard coal and wood, we unhesitatingly say that the Majestic Steel Range is the best cooking apparatus we have seen in our forty years' experience in the cook stove business.

## James Montgomery, Warsaw, Wis.

Fifty Majestic Steel Ranges in use. Every user delighted. The Majestic is, without doubt, the best cooking apparatus in the world. (Thirty years in the cook stove business.)

## Newark &amp; Drury, Cadillac, Mich.

We are glad we control in Cadillac the best cooking apparatus made—the grand Majestic Steel Range.

## A. H. Sheldon &amp; Co., Janesville, Wis.

After a most thorough and scrutinizing test, we believe that the people who do not use a Majestic Steel Range waste the cost of it every year in the unnecessary amount of fuel consumed and the waste of food by improper baking.

## Harry Daniels, Jerseyville, Ill.

I never learned what a cooking apparatus was until, during the exhibit, the value of the Majestic and its many excellencies were demonstrated to me. Over one hundred in use. Every user delighted.

## P. D. Ray &amp; Son, Arcola, Ill.

Two years ago we bought one Majestic Range and kept it on our floor. Since we have had a practical demonstration of its value, we have sold nothing but Majestics.

## H. Krippene, Oshkosh, Wis.

I have been selling the Majestic for over four years. Every user says they enjoy it more and more each day as they become more familiar with its virtues.

## W. D. Cooke, Green Bay, Wis.

Have sold the Majestic Steel Range for four years. Have not furnished one cent of repairs or had one single complaint. The users unite in saying that no words written or spoken can speak more highly of it than it deserves.

## Dunning Bros. &amp; Co., Menominee, Mich.

It is simply absurd to compare any other cooking stove or range that we have sold in our experience in the cook stove business with the "Majestic" in economy of fuel and facility and dispatch in properly preparing food for the table.

## V. Tausche, La Crosse, Wis.

The virtues of the Majestic Steel Range, which have been demonstrated to us and our people during the exhibit here, were both surprising and gratifying to us. Every user (of which there are a large number) says we did not tell them half the advantages of the Majestic over the cook stoves they had been using.

## H. K. Johnson Hardware Co., Alton, Ill.

Since the Majestic exhibit at our store, the people who are able are looking only for the Majestic Steel Range when they want something with which to cook.

## The Hannah &amp; Lay Mercantile Co., Traverse City, Mich.

The Majestic is substantial in its construction, perfect in its operation and the best that can be had. Our personal guarantee of every part and place in this range goes with every one we sell.

## Edwards &amp; Chamberlin, Kalamazoo, Mich.

The Majestic, for durability, economy of fuel, perfect operation, and all the qualities that go to make a perfect cooking apparatus, stands without a rival.

## Kanter Bros., Holland, Mich.

The Majestic is perfect, the delight of its users, and stands without a rival as a cooking range.

The opinions of the above merchants, who have given a lifetime to the stove business, are above criticism and conclusively prove beyond a doubt that the Majestic is in every particular all that is claimed for it.

For further particulars address

J. W. JOHNSON, Manager,  
Grand Rapids, Mich.



## GOTHAM GOSSIP.

## News from the Metropolis---Index of the Markets.

Special Correspondence

Delayed Letter.]

NEW YORK, Dec. 8.—Business among grocery jobbers is rather quiet this week and everything seems to be of a holiday character. Staples take a back seat for the present and Christmas goods take up the room in the windows. Retailers are doing an excellent trade and the majority of people certainly have more money to spend than last year. Goods are so cheap that very little money will fill a big stocking with goodies this season.

Coffee is decidedly firm and holders are not at all anxious, seemingly, to part with No. 7 for less than 16c. Not very much trading is reported, but there is a steady current all the time, and, in the aggregate, the volume of business must be quite satisfactory. In store and afloat there are 559,106 bags, against 462,767 last year. Mild coffees are firmly held with Mocha 26½¢@27c; Padang Interior, 24½¢@25c.

Teas are gradually getting into better shape and the market is firmer. Holders are anticipating an inevitable increase in rates, and even the arrival in two steamers of nearly 4,500,000 pounds, did not create any weakness in the situation. Good teas bought now, it is generally conceded, will prove to be an excellent purchase before many weeks. The demand is not large, but stocks are small in the interior and replenishment must soon follow. Fine to choice Japans, 19¢@25c in an invoice way; fine Formosas, 28¢@30c.

The demand for granulated sugar is light—in fact, only of the lightest everyday character. Prices have gradually declined slightly and the tone is weak. The daily press has informed your readers of the tremendous transactions in sugar stocks. It is a good thing to trade in, seemingly.

There is a slow movement in molasses and syrups, in fact, the demand is considerably short of previous seasons, and there is seemingly no better prospect in the near future. Common to prime New Orleans molasses, 15¢@28c; syrups, good to choice, 17¢@22c.

Spices are dull and holders are disappointed in the demand, which is of the lightest possible character.

Rice is fairly active for the time of year, although there is no excitement in the market.

Canned goods are extremely "tired." There is no life or snap whatever in the trade and holders are calmly waiting the dawn of a brighter day with what patience they can. Prices have not varied one way or the other to any extent and the outlook all around is not for anything better at once. Advices from Baltimore report that market, also, as dull beyond reason and prices way down.

Trade in foreign fruits has been disappointing, but, with the incoming of the next week, a turn is looked for. Rates are low all around and it seems as though there should be an improvement in demand very soon.

The butter market shows no material change. Arrivals, while not large, are yet sufficient to meet the demand, which, at best, is moderate. Extra creamery, 24c for State and 25c for Western.

Cheese is firm in a jobbing way for large full cream State, which is worth 11½¢, with small sizes ¼¢ higher.

Eggs of strict reliable quality are not in abundant receipt and quickly take at 25¢@27c for Western and near-by, respectively. The scarcity of the better stock leads, of course, to a higher range on the grades which have been in storage and the profits must be very satisfactory.

Potatoes are worth from \$1.25@1.62 per bbl. moderate transactions.

Provisions are very quiet and no material change is to be noted. New mess pork, \$13.50@14.25; family beef, \$10@12.

Retail grocery stores are fast becoming Christmas shows and trade in fancy package goods is active. The huge piles of Christmas trees along the landing places of incoming boats from Maine betoken the coming season, and the sale thereof promises to be large.

The postal clerks are bearing the brunt of the public dissatisfaction over the two-cent stamps with as much fortitude as they can command, but they are beginning to show the strain. The question of the durability of the stamps is of great importance to the numerous commercial houses in New York who purchase stamps in great quantities, and who also receive stamps in payment for merchandise from customers. It is still the practice throughout almost the entire country for people who wish to remit small sums to make up the amount in postage stamps. It is not an effective or by any means a safe way of making payments, but it seems impossible to change the custom. As people do not generally have several dollars' worth of stamps on hand, they buy them at the post office without seeming to understand that a postal order is a safer and more expeditious way of sending money. When the new stamps are sent in sheet form they are often entirely destitute of mucilage, and in order to be used, fresh mucilage must be put on each stamp. If the sheet is carelessly folded, so that the fold runs across the stamps, they invariably break when the sheet is unfolded as though made of dry toast. In the ordinary business of mailing letters the clerks find it impossible to proceed with their usual dispatch, for the reason that only a small percentage of the stamps cling to the envelopes. Altogether the new stamp is a failure for many other reasons than a purely artistic one.

Several of the journals that are devoted to the things we eat are proclaiming vigorously against the "white oysters" which are in such large demand at the fashionable up-town restaurants. Nobody knows exactly where the idea started, unless it took root in a belief in the feminine brain that everything that is white is pure; but it is a fact that women have made unusual demands during the past few seasons for oysters that were white, and rejected those that were yellowish or brown as being unfit to eat. Two of the most popular restaurants up town have made a point of serving small Blue Points on the half shell, packed in ice, the oysters in almost every instance being as white as snow. They look far more palatable and delicate than the regulation oysters, but experts declare them to be injurious in the highest degree. Salt water, which is the natural element of the oyster, gives it a yellowish tinge. To produce the white color the dealers throw the oysters into fresh water, when they turn white, become abnormally fat, and soon die. Some of the Fulton Market dealers class them as diseased oysters. It is not likely, however, that a little detail of this sort will have any effect upon the fashionable demand for the white oyster.

## Too Proud To Beg, but Ready To Steal.

A leading retail grocer thus pays his compliments to a well-known character about town:

About a year ago, a man came to me and asked to have a few goods—groceries—on credit, stating that he did not wish to run up a bill, as he expected some money that was due him that evening and would pay then. He also gave me to understand that he was employed in the tax office. Through one excuse and another he managed to run up quite a bill, until I refused to fill any more orders. He then stated that what he had said about being employed in the tax office was not true, but that he got the position that day, which proved to be a fact. He managed to run up a bill of \$80, which I am unable to collect, although this man has a first-class position now—not in the tax office—and his daughter is a school teacher. Now, this man would not degrade himself by asking for pennies, and I am positive that he will not, although a first-class musician, join a street band, but he will pledge his honor and swear by all that is holy to get something to eat, and lie out of it after he has it. Begging or playing in the street for pennies may not be very exalted callings, but I place these people far above the one who lives in a brownstone house, dresses in the height of fashion, is, to all appearances, a gentleman, and does not pay for what he eats.

# The Poor Merchant



Because he is haunted with visions of cash accounts which do not balance and cash drawers which are the prey of careless clerks. He could easily and quickly remedy this difficulty and secure the peaceful slumber which nature brings to those whose business is conducted accurately and methodically by the purchase of a

## CHAMPION CASH REGISTER,

and the adoption of our triplicating check charge system, which can be conducted without additional effort.

### By the Use of Our Register

#### the Following Advantages Are Obtained:

Boot and Shoe Dealers can keep track of the profits of each day's business by noting the margin on each sale.

Grocers can keep track of produce purchased and the amount of merchandise exchanged for produce.

Clothing and Furnishing Goods Dealers are enabled to note at a glance just what they have sold, the profit on each transaction and the total profit for the day.

Commission Merchants and Produce Dealers can keep track of each department of their business, keeping purchases of game, produce and fruit separately, if desired.

Hardware Dealers can keep separate accounts with their stove department or their tin shop or any other department of their business.

Druggists are enabled to keep separate accounts of the transactions of their prescription department or their cigar sales, or their stationery department, or any other special feature of their business.

But what is the use of enumerating the advantages of our Register over those of all other registers heretofore invented? They are to our machine like moonlight unto sunlight; like water unto wine. Suffice to say that our system is the only one which enables the merchant to have a triplicate check of every charge transaction with but one entry.

If you have never seen our machine and desire an opportunity to inspect the merits of the mechanical marvel of the age, call at our office, or at the office of any of our agents; or, if you are located at a distance from either, write us a letter telling us your line of business and what features of your business you wish departmentized and we will send you illustrations, descriptions and voluntary testimonials of the Register that will meet your requirements.

## CHAMPION CASH REGISTER CO.,

Main Office, 73 and 75 Canal St.,

Factory, 6, 8 and 10 Erie St.,

Grand Rapids, Mich.



## IN THE SWIM.

How Mrs. Orlando Bliven Got into Society.

Mrs. Orlando Bliven, of Bliven Mills, Minn., went to New York with a fixed purpose. That purpose was to get into New York society. She was a widow of 48, with a mind of her own and a pretty daughter. The late Bliven had owned and chopped down some twenty square miles of forest, and his mills turned the wood into bedsteads and bureaus. When one of his own buzz saws cut his career short and separated Mr. and Mrs. Bliven forever, the widow sold out her interest to a syndicate for a cool three millions and went East to establish herself and daughter.

Mrs. Bliven chafed under the limitations of a country town. The puffed sleeves she copied from the local gazette seemed to her like wings to waft her to broader fields of social activity. She had thought of moving to St. Paul or Minneapolis, or even to Chicago. She had been to the World's Fair and was greatly impressed with the splendor of that city.

"But, ma," pleaded the pretty daughter, "the swellest people we saw at Chicago were New Yorkers. What's the matter with going to New York to live?"

It was early in the summer when the Blivens moved to Gotham. Their only acquaintances were the local agent for the Bliven bureaus and the banking people on Wall street with whom Mrs. Bliven had deposited her large fortune.

The Blivens snubbed their former agent and were made much of by the bankers. They were stopping at the most expensive hotel on Fifth avenue, where the senior partner of the bank called.

"My dear madam," he explained, "you must not think of remaining in New York now. Every one is going away, you know. You must follow the throng to Long Branch or Newport or Narragansett Pier."

"This seems very elegant to me," said Mrs. Bliven, looking proudly around the twenty-dollar-a-day little drawing-room.

"And oh, ma, the stores!" exclaimed the pretty daughter.

"Ah, yes! You ladies must shop a bit first, of course," and the banker bowed himself out.

"Splendid gentleman," remarked Mrs. Bliven.

"Old stuff!" replied the pretty daughter.

And shop the Blivens did, and to much good purpose, and when they didn't shop the Blivens read the newspaper accounts of doings at the various summer resorts. Pretty Miss Bliven read with the idea of finding out where there was the most fun; Mrs. Bliven with the idea of following the greatest fashion.

"Oh, ma, we must go to Long Branch. They've a big swimming tank there and an actress who turns handsprings in the water."

"Nonsense, my child; the papers say Long Branch has run down dreadfully without the horse racing, and no swell people go there any more. Now listen to this account of a garden party at Saratoga."

So, after more parley and consultations with their banker, the Blivens decided to make a tour of the watering places, but not before their adviser had suggested the propriety of their having a maid.

"What for?" exclaimed Mrs. Bliven. "I can dress myself." But they were persuaded, and went to an office kept by a broken down gentle lady, who took in the situation at a glance and supplied them with a discreet elderly person who did more to educate the Blivens that summer than a whole library of books on etiquette could have done.

It would hardly be fair to follow the Blivens through their first summer campaign. They did no better and no worse than thousands of other women who have followed the same beaten track. The natural shrewdness of the mother was a foil to the fresh beauty of the girl, and, go where you may in America, the perfume of the dollar hangs about the lucky possessor.

The newspaper correspondents, too, were especially kind in passing comment upon the Blivens.

The Long Branch *Surf* volunteered this remark:

Mrs. Bliven, one of the richest widows of the West, is sojourning at the South End Hotel. Her lovely daughter is a most accomplished pedestrian, and is daily seen walking the bluffs arrayed in Worth's latest creations. Mrs. and Miss Bliven will go to Saratoga and Newport later.

The editor of the *Saratoga Springs* was naturally attracted by such a notice, and when his turn came, expressed himself like this:

Miss MacBliven, the beautiful Western heiress, is summering at the Reunion Hotel. Her costumes are noted for their elegant simplicity. Her mother, Mrs. MacBliven, wears some of the finest diamonds ever seen at the Spa.

So, by the time the Blivens arrived at the Ware House, at Newport, it was no wonder that the *Breeze* found room for this puff:

Miss Mac Van Courtlandt Bliven, the great beauty and heiress, has arrived, and created a sensation at the Casino this morning. She was charmingly gowned in pale pink, with a great broad-brimmed feathery hat. Prince Poloponi and Count Goff were her escorts. The young lady has been educated in a convent in Paris, and not only speaks several foreign languages, but is a delightful musician. Mrs. and Miss Bliven will join a coaching party to Lenox later in the season.

At first the Blivens were inclined to resent such absurd misrepresentations, but their circumspect maid told them that it would do them more good than harm, and, in fact, intimated that she had something to do with having such glowing notices printed.

It had all been so new and strange to the Blivens that they were half annoyed, half pleased when they got a letter from their banker to say that, owing to the failure of Kite & Co. a very desirable furnished house in Fifth avenue could be obtained by them for the modest rental of \$8,000 a year, and wouldn't they like to come on and see it? People would soon be coming back to town, etc.

To tell the truth, Mrs. Bliven was rather tired of her summer campaigning. She recognized the futility of trying to make correct acquaintances at summer resorts. She already realized the power and influence of her money, but she also felt how it was being abused. She had been especially nice to a finely dressed woman at Long Branch, whom she took to be a great swell, but the discreet maid almost broke her heart by informing her that the woman was a book-maker's wife.

So, at Newport, the pretty daughter had met a rather English looking swell at the

SEND US A

# Photograph of your Mother-in-Law

OR

THE BABY

YOUR PET DOG

YOUR STORE FRONT

THE OLD HORSE

THAT STRING OF FISH

(You didn't catch)

YOUR OWN "PHYS."

YOU  
ARE NOTHING  
NOW-A-DAYS  
IF YOU  
ARE NOT  
ORIGINAL.

ANYTHING

You would like to hand out to your friends or customers on January 1st. We will reproduce it and get you up a Calendar with an individuality that won't need a trademark or a patent.

WE ALSO HAVE A VARIETY OF DESIGNS IN STOCK WHICH WE CAN FURNISH ON IMMEDIATE NOTICE.

## Don't Hang Fire! Talk Now!

TRADESMAN COMPANY,

Getters-up of Original Printing.

# -: ORANGES :-



HAT BRAND ORANGES  
REGISTERED



Every box guaranteed full count and perfectly sound. The handsomest pack, finest fruit, and heaviest package in the market.

ALFRED J BROWN CO., Michigan Agents.

Wave House, and had been taken out on a four-in-hand brake by him, only to be told afterward that the man was a professional whip who gave driving lessons at so much an hour.

While Mrs. Bliven felt that she would rather get back to New York, the pretty daughter could have stopped on at Newport forever. Her brown eyes had been opened a little wider each day as she sat on the Casino veranda and watched the swells stroll to and fro. She caught the women's gait, their poise, their mannerisms. She managed to get the Western burr out of her naturally sweet voice, and to speak with the fashionable inflection, and one day when a young fellow with whom she had danced in the parlor of the Wave Hotel came up and spoke to her she gave him the real society shake of the hand.

No one can deny the American girl her imitative powers, her adaptability, which make her the most plastic and attractive woman in the world.

When the Blivens got back to their New York hotel and had had a "rub down," as they called it, mother and daughter sat down seriously to compare notes and tote up the results of their first campaign.

The acquaintances they had made, whether they knew it or not, were as follows:

Three bookmakers, one Italian and one Russian prince (so-called), five German barons, three race judges, two riding masters, one professional whip, several very respectable Chicago families, as badly off for acquaintances as the Blivens; a half dozen kindly old ladies, who always scrape summer friends; three or four people who live in cottages at Saratoga and Newport, and about twenty dudes, who had been attracted by the pretty daughter, but had paid no more attention to the mother than if she had been one of the Bliven bureaus.

Mrs. Bliven was very much pleased with a visit she received a few days after her return to New York. The banker had sent his wife to call upon his rich client. The wife had demurred and protested against the impossibility of getting on at all with "those horribly rich Western people."

"You won't find her at all vulgar," he had explained, "only new, brand new, and with such a pretty girl."

So the visit was accomplished, with much satisfaction to both women. Mrs. Bliven was full of the people that she had met during the summer and took it for granted that her visitor knew all about them. Being a woman of the world, the banker's wife had heard some of the names quoted, but never turned a hair, and explained that society was getting to be so large that it was really impossible to keep track of every one.

And was Mrs. Bliven really going to take the Fifth avenue house? Yes, that was very nice—such a charming neighborhood and so many people one knew all about. And poor Mrs. Bliven, who had only seen the house once and had been dazzled by its grandeur, was more pleased still and could hardly wait until Nov. 1 to move in.

"And, by the way, Mrs. Bliven," said the banker's wife, glancing, perhaps unconsciously, over that lady's trim little figure, "may I not recommend my dressmaker to you? I know how hard it is for a stranger to find suitable people who won't rob them."

"Now, that's awfully good of you; it's just what I was going to ask you. That dress of yours fits elegantly."

So the next day "ma" and the pretty daughter spent a delightful morning in a Fifth avenue modiste's, where the perfume of the dollar seemed again to have preceded the Blivens, for there never were so many stuffs and so much attention showed to two women before, and when they were permitted to leave, an order had been left behind that would clothe most women for years.

As the Blivens strolled back to their hotel, whom should they meet on the street but young Tallow, who had danced with the pretty daughter at Newport, and he greeted them with a splendid bow and a handshake to the girl, and might he walk back to the hotel with them? You see, it was only October, and he wasn't apt to meet any of his own set and the pretty daughter really looked stunning.

Then they went to a stable to see some horses, and found there the professional whip who had driven the pretty daughter out at Newport, but he was all deference now, although the pretty daughter greeted him cheerily and cordially, much to the horror of young Tallow. So a pair was bought at a very fancy price, upon which Tallow, of course, got his commission, and then Mrs. Bliven suggested lunch at the hotel.

Oh, no! Tallow couldn't think of that. So, feeling rich after the sale of the horses, he took the ladies to a fashionable restaurant, and laughed at Mrs. Bliven's surprise over "those queer little bugs" (they were oyster crabs), but desisted when she declared that she could shoot a better partridge than the one served, from her back window at Bliven Mills.

Some of the pretty women from Hempstead and the Country Club happened in to lunch, and Tallow, though at first abashed at being found in such company, braced up and argued that Mrs. Bliven didn't look at all bad sitting down, and, as for the pretty daughter, she would pass in any crowd.

Then they bought harness, and the maker had a very steady coachman to recommend, thoroughly sober and a careful driver. Mrs. Bliven thought his breath smelled of whisky when he came to apply for the place, but the pretty daughter reassured her with the whisper that he "looked the image of the bishop of Minnesota."

By the time the carriage was mounted, the new gowns had been duly fitted and sent home. It was a proud day, indeed, for Mrs. and Miss Bliven when a hall boy knocked and said: "Please, mum, your carriage is at the door." I wish I could describe the confections which the clever modiste had devised for these new customers. There was some red about the pretty girl's throat that well became her bright face, and "ma" was resplendent in some sort of brocade and furs.

To most people it is a frightful ordeal to drive out in a brand new carriage, with brand new harness and brand new reins.

Not so with the Blivens. "Ma" sat bolt upright in the victoria, but the pretty daughter lolled back as she had seen the Newport women do.

As they passed Tallow's club, who should be standing in the window but that young dandy himself.

"Oh, look, ma! There's Tom Tallow," and the pretty daughter gave him a jolly littl nod and a wave of her hand.

# YOURS FOR THE ASKING.

Write your name and address upon a postal card, mail it to the TRADESMAN COMPANY, Grand Rapids, Mich., and you will receive by return mail samples and price list of its several styles of coupon books, which are the most comprehensive, concise and convenient system ever devised for the handling of credit transactions in any mercantile line, or for reconciling the unrest of cash customers where both cash and credit sales are made indiscriminately.

These books are now in use by over 25,000 retail merchants in all parts of the country and in every case they are giving unqualified satisfaction, as they enable the dealer to avoid all the losses and annoyances incident to the pass book and other antiquated charging systems.

We were the originators of the coupon book system and are the largest manufacturers in the country, having special machinery for every branch of the business. If you wish to deal at headquarters, you are our customers.

## Tradesman Company, Grand Rapids.



## Oysters

OLD RELIABLE  
ANCHOR BRAND

All orders receive prompt attention at lowest market price.

See quotations in Price Current.

## F. J. DETTENTHALER.

117 and 119 Monroe St., Grand Rapids.



Horrified, yet pleased in spite of himself, Tallow started in to bow, then he thought better of it and pretended he hadn't seen anybody.

"What's the matter with him, anyhow?" exclaimed the pretty daughter. "Got the airs bad to-day, I guess."

"Ah, Tommy, we are onto your curves," came in chorus from the club window. "Who's your pretty mash?"

The first of November had come and the new house was occupied. The visit to the banker's wife had been returned, and she had proved invaluable in the way of getting servants and making suggestions.

Events moved rapidly from now on with the Blivens. Tom Tallow offered to bid for a box at the horse show for them, and got one of the best for \$800. It was a week of wild excitement, with dinners at Delmonico's and an ever increasing list of acquaintances. Everyone was asking, "Who are those Blivens?" And the answer, "Awfully rich people from the West," seemed to be a sesame that passed them everywhere.

Mrs. Bliven had never heard an opera in her life, but the banker's wife had wanted to hear more, so she suggested to Mrs. Bliven that a box at the opera would be a very enjoyable feature of the winter; so one on the parterre was rented and was a source of infinite delight to Miss Bliven, who, of course, fell in love with Jean de Reszke and fairly overwhelmed Melba with flowers.

One evening a dignified, portly gentleman, who had great influence in society, was brought to the Bliven box by the banker, and presented to the ladies, and before leaving he had promised to send the Blivens cards for the first Patriarch ball.

That good lady's cup of happiness was now filled to the brim. Her only trouble was that she could not remember half of the people's names, and had no visiting list. She felt that she would like to send out cards for "at homes" in January, but she didn't know whom to send them to. But somebody told her that all those things could be arranged for her, so she went to a shop, where they printed her cards, provided her with a visiting list, and sent her cards out.

Miss Bliven could never describe her first ball. "It was all a whirl and a swirl!" she said. Her ball gown was a perfect dream of beauty, white satin and chiffon, and snowballs. "Ma" had bought her a string of lovely pearls. Tom Tallow had sent her a great bunch of white violets, the first she'd ever seen, and the banker's son contributed another of pale purple orchids, which she didn't appreciate. She danced the cotillon, of course, and got home at half past 4 in a high state of exhaustion and nervous excitement.

Mrs. Bliven now consulted the banker's wife about the propriety of giving an entertainment in her own house. She had had several large dinners, which had gone off rather well, although the company had been mixed. Mrs. Bliven wanted to give a grand evening reception, such as she imagined were held at the white house. The pretty daughter wanted to have a dance. So a compromise was made, and 1,000 cards for an evening "at home" were sent out, and "dancing" was printed in the corner.

The Bliven house was a large double one. The back drawing-room was to be

used for dancing and the front room for what the pretty daughter called "chinning." A famous restaurateur was given *carte blanche* to supply the supper and wines, and the pretty daughter had seen to it that every young man in the three or four best clubs had received a card. Mrs. Bliven had, of course, taken the precaution to send a description of her dress and her daughter's, together with a list of invited guests, to all the leading newspapers, and had been most civil to the reporters who had called for further details.

The banker's wife, who was to receive with her, was the earliest arrival. Then some of her Western friends came, and a few old gentlemen—but where was society? Ten, half-past 10, came and the front room was only half full. The banker's wife had told Mrs. Bliven that she must not expect early hours, and that women didn't go out much at night—a harmless sort of lie that might spare Mrs. Bliven much mortification.

By 11 o'clock some girl friends of the pretty daughter showed up, and soon after a batch of young men, who had evidently been dining at their club, made a noisy entrance.

This party had been made up like this: "Who's going to the Blivens' to-night?" asked Tom Tallow of a group at the Noodle Club. "Don't know them," was the general answer. "That doesn't matter. Got a ripping house, plenty of 'fizz' and all that. They told me to bring any one I chose." So the whole party started off to be amused, as they would go to the play or a dog fight.

When these ingenuous young gentlemen got down to the drawing-room they made things hum. Dancing of the most vigorous sort was immediately begun, interspersed with frequent visits to the dining-room. Then some of the men discovered a smoking-room further on, and soon the heavy odor of Dimetrino cigarettes penetrated even the front drawing-room.

"That's right, boys, have a good time," said Mrs. Bliven, pleasantly, as she came back to give an order to some servant. Not one of these dandies got out of his chair or laid down his cigarette as she looked into the room, but she didn't notice their bad manners, and might almost have overheard "The jolly old girl!" that greeted her departure.

Mrs. Bliven, in summing up the net results of her first entertainment, could not see that she had gained much in the social scale. It was a disappointment to her that the fine ladies of New York had not vouchsafed to come. She felt that she and her pretty daughter had already mastered the masculine portion of society. Indeed, the trim little widow already had several very promising flirtations of her own on foot, and, as for the pretty daughter, she was fairly besieged by admirers, one old bachelor in particular, who wrote sonnets to the "Prairie Flower," as he called Miss Bliven, and proved himself a nuisance generally.

Mrs. Bliven had a serious talk with the banker's wife on the subject. Of course, the New York woman knew exactly what the trouble was. A good looking widow from out of the West, with a pretty daughter and three millions, was the worst sort of a detriment. The mere fact that all the men were running after her was enough to condemn her in the women's eyes.

# Queen Flake Baking Powder

Has No Superior - - But Few Equals

THE ONLY HIGH GRADE BAKING POWDER SOLD AT THIS PRICE

6 oz. Can, 10 cts.

1 lb Can, 25 cts.

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LANSING, MICH. - - - LOUISVILLE, KY.

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of Michigan pretty thoroughly with our different brands of flour, and especially is this true of LILY WHITE which has a world-wide reputation.

## If You Are a Merchant

and desire to establish a BIG flour trade, we would say that you can make quicker sales, easier sales, more sales, and, consequently, more profitable sales with

# Lily White Flour

than with any other brand in the State.

## Why?

Because LILY WHITE flour is put up in neat, attractive sacks, is backed by quality and reputation and the constant, expensive, aggressive and effective advertising of the manufacturers. You can lose nothing by trying it, but have everything to gain,

Because Success Attends the Man Who Takes a Good Thing When He Can.

VALLEY CITY MILLING CO., GRAND RAPIDS, MICH.

RINDGE, KALMBACH & CO 12, 14 & 16 Pearl St. GRAND RAPIDS.

Manufacturers and Jobbers of

## Boots, Shoes and Rubbers.

Our stock for fall and winter trade is complete. New lines in warm goods and Holiday Slippers. We have the best combination Felt Boot and Perfection made.

Inspection Solicited.



Agents for the Boston Rubber Shoe Co.

## COUPON BOOKS

IF YOU BUY OF HEADQUARTERS, YOU ARE CUSTOMERS OF THE TRADESMAN COMPANY.

"My dear Mrs. Bliven, I'm sure I don't know what more you can do, except to try charitable work. Lent is soon coming on. There are a dozen fashionable church and sewing classes being formed. If you could associate yourself with these I think you would meet many very nice women, and get to know them better than in a ballroom."

Mrs. Bliven had been going to St. James' church, which numbered many of the four hundred in its congregation. The rector had called, and Mrs. Bliven had made a very handsome Christmas offering to the church. She decided to go now and offer him her services as a worker in the vineyard during Lent. He was, of course, delighted. Great wealth, when sanctified by works, is as acceptable in the church as elsewhere.

Mrs. Bliven met a number of leading ladies of the parish at the rectory, afterwards at their houses, and finally had the ineffable pleasure of holding a meeting of the class at her own house.

By the end of Lent she had got to be on very friendly terms with three or four matriarchs, a half dozen colonial dames, and twenty or thirty other prominent women, but she still looked ahead, with awe and longing, at the "howling swells," the dinner dance set, although the banker's wife told her frankly that it might be years before she could even get to be on bowing terms with any one of them.

In one winter's work, then, Mrs. Bliven had skirmished all along the line, and been victorious in every instance except to penetrate to the holy of holies. Money—of course the most irresistible factor lever—the open sesame in New York society, was the chief reason of Mrs. Bliven's success. The beauty of the pretty daughter and Mrs. Bliven's pluck or cheek filled the rest.

\* \* \*

The Blivens went aboard in the spring, but not before there was a well-defined rumor that the pretty daughter was engaged to the banker's son, and not before Mrs. Bliven had had the satisfaction of exchanging visits in *propria persona* with most of the people worth knowing.

A paragraph in a New York paper of recent issue reads:

"Mrs. and Miss Bliven have returned from Europe on the Majestic after an ex-

tensive European tour. They will occupy the same house on Fifth avenue that they had last winter, and are expected to entertain lavishly. Miss Bliven has announced her engagement to Mr. Harry Bond, Harvard '92, the son of the well-known Wall street banker and philanthropist."

#### Sugar a Valuable Food.

The Royal Society of England has been experimenting with sugar to determine its value as a food. Several healthy men were selected for the experiments. The first day they were given nothing but water, being expected to do ordinary work. The next day 500 grams of sugar were taken in an equal quantity of water, and it was found that the sugar not only prolonged the time before fatigue occurred, but caused an increase of from 68 to 76 per cent. in the amount of muscular work done. Then sugar was added to regular meals, and it was found to have a great effect in putting off fatigue and increasing the power to work. The experiments are held to prove that sugar is one of the most valuable of foods.

John Dimlin, a confectioner of Pittsburgh, has been elected permanent president of the national sangerfest, which is to be held in that city in 1896.

## DRINK

### Ponce de Leon Water.

Pronounced by Dr. Seeley, one of the most famous water-cure physicians of this century and country, to be equal if not better than any water in his knowledge for the kidneys, stomach and bowels. He used it in the years 1848 and 1849. His opinion has been verified by scores of our patrons in Grand Rapids since the water has been placed on the market. Purest table water extant. Address Ponce de Leon Water Co., 90 First Ave. Telephone 1382.

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CHARLES F. CLARK, Pres.

Offices in the principal cities of the United States, Canada, the European continent, Australia, and in London, England.

Grand Rapids Office, Room 4, Widdicomb Bldg.

HENRY ROYCE, Supt.

Your Bank Account Solicited.

## Kent County Savings Bank,

GRAND RAPIDS, MICH.

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Deposits Exceed One Million Dollars.



## THEY ALL SAY

"It's as good as Sapolio" when they try to sell you their experiments. Your own good sense will tell you that they are only trying to get you to aid their new article.

Who urges you to keep Sapolio? Is it not the public? The manufacturers by constant and judicious advertising bring customers to your stores whose very presence creates a demand for other articles.

## HOW TO SECURE AND HOLD



IT HAS NO EQUAL.

Don't fail to order a supply now.

the best trade is a perplexing problem to some people, but its solution is simple.

FIRST. Make the best goods possible; not once in a while, but always.

SECOND. Let the people know of it, early and often.

THIRD. Don't neglect details.

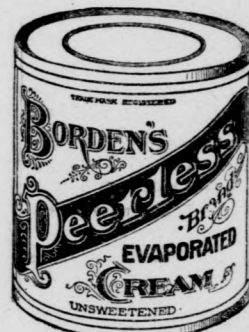
Attention to these principles has placed the

**Gail Borden Eagle Brand**  
CONDENSED MILK at the head, and

**Borden's Peerless Brand**  
EVAPORATED CREAM is sure to obtain an equally high place in the consumer's favor, because it has INTRINSIC MERIT.

Prepared and guaranteed by the NEW YORK CONDENSED MILK CO.

FOR QUOTATIONS SEE PRICE COLUMNS.



ABSOLUTELY PURE.



## JOBS IN RUBBERS!

WRITE FOR NET PRICE LIST BEFORE THEY ARE ALL GONE.

Address G. R. MAYHEW, Grand Rapids, Mich.

Just the thing for

- - A LEADER.



## Storekeeping a Hundred Years Ago and Now.

Written for THE TRADESMAN.

The present generation have but a faint idea of the goods contained in a store seventy or eighty years ago. Not a tenth of the kinds of merchandise now on sale in nearly every department of trade and ready for instant use, was then in existence, such has been the wonderful advance in science, art and improvement. Within the memory of persons now living there were no retail stores with special lines of goods only, and even in the wholesale departments such were rarely seen and were confined to dry goods, groceries and hardware. Goods were generally retailed from the original packages as much as possible and with no attempt at display or attractiveness. Sugar was sold direct from the barrel, box or hogshead, tea and coffee from box or bag, nails direct from the keg, etc.; and the customer who had the boldness to ask that his purchases be delivered at his residence would have received a mild lecture on the subject of laziness.

The medium of exchange was principally the products of the farmers, as the larger portion of the small amount of money in the country was in but few hands. However, with the increase in population from immigration and other sources, and an increasing commerce, came an increase of money per capita, and with this a demand for different and better classes of goods, and in greater quantity.

As the number of stores increased in greater proportion than the inhabitants, the percentage of customers to each decreased, and new devices became necessary in order to attract trade which might otherwise go to one's neighbor. Since a decade dating from 1825 there has been no greater change in the general retail stores of the country than this. An exceptional departure was made in the convenience, as well as the beauty, of the store room itself, so that little remains to remind one of the past. The style and size of front windows were changed, the room was better lighted by both day and night, and oil lamps took the place of candles. Counters and shelves were made more artistic and rows of handsome drawers began to appear. All this was found to facilitate business, and goods were kept in far better order.

It was also discovered that if a single line—or, at the most, two—of goods were kept and sold, the profits would be greater, as the amount required would admit of purchasing direct from the manufacturer or producer, thereby saving the percentage of the jobber. Thus, tea and coffee stores, book and stationery stores, and soon afterward stores of other special lines of goods, were opened in numbers of the larger towns and villages. During the last quarter of the eighteenth and the first quarter of the present century, a majority of the retail merchants paid for their stocks quarterly or semi-annually in certain kinds of products from the farms, mines or forests. These products must be such as would not readily decay or suffer injury from transportation, and which were in good demand in foreign countries, where the great bulk of our merchandise came from; such was the system of barter in the early days of our republic. Boats and wagons were the vehicles of transportation for all this produce to the sea-

board (from whose large cities nearly all merchandise was obtained) and for the return of the goods it would purchase, for the railway was yet an infant.

Villages were not numerous and cities were far apart, which necessitated the crossroad or country store, often in several places in each county. As at present, in the new and sparsely settled sections of the country, at these isolated stores the post office was usually located. A hotel, then known as a "public house," or "house of entertainment," was generally situated near it, where public meetings of various kinds were held, and where the business of the town, and sometimes of the county, was transacted. (I may state, in passing, that the mails of the country were then carried on horseback or by corporate stagecoach lines which, with relays of horses stationed at these hotels along the route, ran day and night between all principal commercial cities.) In those days nearly all public houses were provided with a bar, or small enclosure within a front room, near the huge fireplace, having a narrow counter in front and provided with a few shelves, and sometimes sliding sash and glass, behind which, in tempting array, stood decanters of rum, brandy and gin, ready for dispensing; and here, also, was an embryo store for the convenience of travelers and others. On these shelves were exhibited tobacco in various forms, clay pipes, crackers, cheese, pies of various kinds, and a barrel of cider stood underneath, from which "good cheer" might be enjoyed for a very limited amount of money. A limited credit was given to neighboring farmers only, the accounts being kept on long narrow slips of paper tacked against the wall, in plain sight, that the debtor might, from time to time, be silently reminded of the amount, and, should his vision or memory be faulty, a neighbor might now and then jog his memory. I have in my possession one of these accounts—unpaid—which belonged to one of my ancestors, from which I produce a verbatim copy:

JOHN SELFRIDGE, Dr.		
Feb. 10th, 1821	To 1 Plug Tobacco	05
	1 Pipe	01
	2 Dry Herring	02
	1 Drink Gin	03
14th	1 Drink Whisky	03
	Crackers	04
	Cider for the Crowd	17
20th	1 Paper Smoking	07
	2 Pipes	02
12nd	1 Pint Rum	14
	1 Brandy	40
March 5th	Crackers and Cheese	08
26th	2 Glasses Cider	04
	1 Pie	06
	2 Plugs Tobacco	10
		\$1.28

I am enabled to explain the unusual expenditure by Mr. Selfridge on February 22 only by inferring that his patriotism and love for the Father of his Country induced him to celebrate his birthday in a proper spirit.

The country "house of entertainment" has disappeared forever and with it the bar and its incipient store. It is an open question whether, with all the radical changes and so-called improvements in storekeeping, the merchant himself has been benefited. In some respects his customers may be reaping the harvest, but I incline to the opinion that the merchant is not. The per cent. of failures among the retail merchants to-day, as compared with fifty years ago, will be found to be four to one. What is the cause of this? Is it not a fact that, for nearly every innovation with a view to increasing sales, an additional expense

## Muskegon Bakery Crackers

(United States Baking Co.)

## Are Perfect Health Food.

There are a great many Butter Crackers on the Market—only one can be best—that is the original

## Muskegon Bakery Butter Cracker.

Pure, Crisp, Tender, Nothing Like it for Flavor. Daintiest Most Beneficial Cracker you can get for constant table use.

Nine Other Great Specialties Are

Muskegon Toast,  
Royal Fruit Biscuit,  
Muskegon Frosted Honey,  
Iced Cocoa Honey Jumbles,  
Jelly Turnovers,  
Ginger Snaps,  
Home-Made Snaps,  
Muskegon Branch,  
Milk Lunch.

ALWAYS  
ASK  
YOUR  
GROCER  
FOR  
MUSKEGON  
BAKERY'S  
CAKES and  
CRACKERS

## United States Baking Co.

LAWRENCE DEPEW, Acting Manager,

Muskegon,

Mich

## Are You Selling



The Celebrated

Cleaned Greek Currants

and the Genuine

Cleaned Sultana Raisins.

Prepared by

Grand Rapids Fruit

Cleaning Company.

## IF NOT, WHY NOT?

These currants are cleaned by a new process (they are not washed like other so-called cleaned currants) and are warranted the year round; ask your jobber for them and take no others claimed to be just as good. Be sure and get them.

Sold by Ball-Barnhart-Putman Co., Musselman Grocer Co., Olney & Judson Grocer Co., I. M. Clark Grocery Co., Hawkins & Co.

For Quotations see Price Current.



to the storekeeper is entailed? And, further, unless the innovation is one which is patentable, every competitor in trade can adopt it; in fact, as with the delivery wagon, they are forced to do so or "go to the wall."

The tendency in trade to-day is to destructive competition. Gradual changes have brought this about. Fifty year ago, such a thing as outdoor display of goods, as at present prevails, was unthought of, and window decoration was a dream of the future. Now, special artists are engaged, at large salaries, for this line of work. Buildings must now be constructed and fitted up on extensive costly plans, and rents, lights and other expenses are correspondingly higher. The strategic means now adopted by new devices to tempt the public to purchase all point to the fact—whether expressed in words or not—that the cost of doing business is far greater than formerly. In regard to exposure of goods for display, a less in their value naturally accompanies such exposure, especially in the case of dry goods and groceries, and in the aggregate this is no small sum. If we could know the value of the fruits and vegetables which have perished on their hands and been thrown away by grocers, we would wonder where their profits come in.

For several years past, the majority of persons purchasing goods at retail have somehow obtained the idea that they were paying exorbitant, if not extortionate, prices for merchandise, and, whether this idea has been true or false, it has produced a marked change in customers, they being anxious to try not only other firms near home with which to deal, but also to try other towns and cities. The result of this has been injurious to both dealers and customers, as both parties were no longer in contact with old friends. New acquaintances have been made and new whims and tastes gratified in the matter of goods, and, in making the acquaintance of new dealers, both parties have taken a certain amount of risk, which is always unavoidable among strangers. There was a time—not very far in the past either—when "the old storekeeper" who had grown in the business from boyhood, and had been thirty or forty years in one store, possessed the implicit confidence of every customer, and *vice versa*. But this is not true today. Dissatisfaction has arisen on both sides, much to the detriment of trade in general, and especially to that of the smaller towns. Customers are to-day "trying their luck" in different towns about, as well as different stores at home, and with unsatisfactory results. It is the order of the day that the storekeepers who make their places most attractive are those who command the heaviest trade. In this esthetic age it is the eye as well as the stomach which seeks gratification.

The axiom that "A twofold cord is stronger than one, and three not easily broken" has caused many copartnerships in mercantile business, in order to save expense in many ways, and, by the combination of capital, to do business on a larger scale and crush out small competitors, and this tendency is extending.

And there is the problem of credit with which to grapple. The battle of "strictly cash" and "both cash and credit" has been fought over and over again during the past quarter of a century at least, and is no nearer ended. The merchant

who has deliberately made up his mind to adopt either system always laments that he had not adopted the other. One curious phase of the credit business is that it depends more upon the class of avocations than upon the individuals who follow them whether they pay indebtedness or not. Many persons whose avocations are supposed to be very remunerative never pay except at the end of lengthy and expensive litigation; others who earn very little pay promptly. I speak from personal experience, and other merchants will corroborate my testimony. It is as a correspondent of THE MICHIGAN TRADESMAN said several years ago—"The wealthiest men are the poorest pay, because they always keep their money at work accumulating interest, and upon the prestige of real or supposed bank deposits purchase all they want on time, and without interest, few storekeepers having the nerve to demand the cash from wealthy families when goods are delivered." The poor classes, possessing no available assets, generally make their honor and their name a reliable guarantee, knowing that, if these fail, all is lost, and, their purchases being small and short time given in which to pay, they generally make every effort to pay their store accounts when due.

In conclusion: The store of our civilization is an imperative necessity. We cannot dispense with it, nor with the storekeeper with his sharp and decisive rivalry. What, then, will specially characterize the store of the coming century? Its general trend to-day is toward the store of seventy-five or 100 years ago, that is, a shop wherein everything under the name of merchandise can be found. Business, as now conducted, is really in excess of the demand, and, consequently, not as lucrative as formerly, and is growing less so, yearly; and one of two things must inevitably take place—either there will be a less number of stores, according to the population, or the specialists will be gradually frozen out, leaving us the general or department stores only, and these on a scale the magnitude and magnificence of which was never before equaled. STOREKEEPER.

#### Miscellaneous Hints.

From the Chicago Dry Goods Reporter.

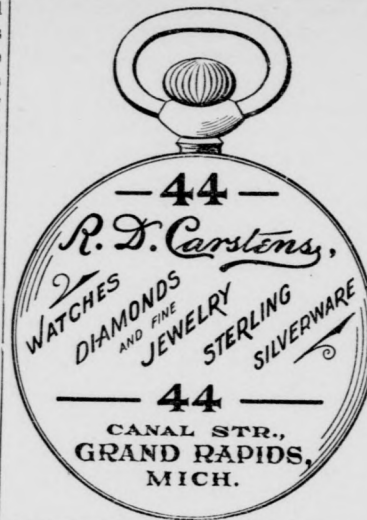
A good idea to incorporate in your newspaper advertisements or in a window card at this time of the year is a statement of the number of days between the current date and Christmas. This calls the attention of the reader, in a forceful manner, that the time for the selection of Christmas presents is at hand.

A contemporary calls attention to the fact that merchants should hunt up all the empty pasteboard boxes they can find and hold them subject to the demands of their customers. They are much needed for inclosing Christmas presents by the latter, and they are apt to feel hurt and offended by a refusal when they ask for them, no matter what the reason.

It is the custom of some merchants to make presents to children coming into the store at the holiday season. If this is done the giving should be indiscriminate, but it is extremely doubtful if the custom really swells the volume of a merchant's business to an extent that warrants the trouble and expense.

The slot machine is to have another illustration of its usefulness. One has been arranged that will sell six street car tickets for a quarter. A number of them are to be used in Cincinnati. If a success, they will probably have a wide sale.

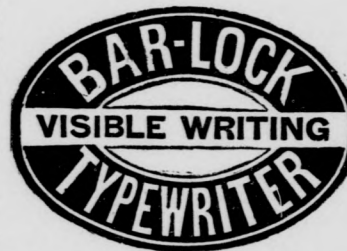
Use Tradesman Coupon Books.



## BAR-LOCK ::

The Modern Writing Machine.

The Most Complete and Best Made Typewriter on the Market.



#### Four Cardinal Points:

Visible Writing,  
Automatic Action,  
Perfect Alignment,  
Ease of Operation.

It is Impossible for an Operator, however Expert, to reach the Limit of Speed on this Machine.

Tradesman Company,

Western Michigan Agents.

## WORLD'S FAIR SOUVENIR TICKETS

ONLY A FEW LEFT.

Original set of four - - - - - 25c

Complete set of ten - - - - - 50c

Order quick or lose the opportunity of a lifetime to secure these souvenirs at a nominal figure. They will be worth ten times present cost within five years.

Tradesman Company,

## MICHIGAN CENTRAL

"The Niagara Falls Route."

(Taking effect Sunday, May 27, 1894.)

Arrive. Depart.  
10:20 p.m. Detroit Express 7:00 a.m.  
5:30 a.m. Atlantic and Pacific 11:20 p.m.  
1:30 p.m. New York Express 6:00 p.m.  
Daily. All others daily, except Sunday.  
Sleeping cars run on Atlantic and Pacific express trains to and from Detroit.  
Parlor cars leave for Detroit at 7:00 a.m.; returning, leave Detroit at 3:35 p.m., arriving at Grand Rapids 10:20 p.m.  
Direct communication made at Detroit with all through trains east over the Michigan Central Railroad (Canada Southern Division.)  
A. ALMQUIST, Ticket Agent,  
Union Passenger Station.

## CHICAGO

Nov. 18, 1894.

AND WEST MICHIGAN R.R.

#### GOING TO CHICAGO.

Lv. G'd Rapids 7:15am 1:25pm \*11:30pm  
Ar. Chicago 1:25pm 6:50pm \*7:30am  
RETURNING FROM CHICAGO.  
Lv. Chicago 8:25am 5:00pm \*11:45pm  
Ar. G'd Rapids 3:05pm 10:25pm \*6:25am

#### TO AND FROM MUSKOGON.

Lv. Grand Rapids 7:25am 1:25pm 5:30pm  
Ar. Grand Rapids 11:45am 3:05pm 10:25pm

#### TRAVERSE CITY, CHARLEVOIX AND PETOSKEY.

Lv. Grand Rapids 7:30am 3:15pm  
Ar. Manistee 12:20pm 8:15pm  
Ar. Traverse City 1:00pm 8:45pm  
Ar. Charlevoix 3:15pm 11:10pm  
Ar. Petoskey 3:45pm 11:40pm

Trains arrive from north at 1:00 pm and 10:00 pm.

#### PARLOR AND SLEEPING CARS.

Parlor car leaves for Chicago 1:25pm. Arrives from Chicago 10:25pm. Sleeping cars leave for Chicago 11:30pm. Arrive from Chicago 6:25am.

\*Every day. Others week days only.

## DETROIT,

Oct. 28, 1894

LANSING & NORTHERN R. R.

#### GOING TO DETROIT.

Lv. Grand Rapids 7:00am 1:20pm 5:25pm  
Ar. Detroit 11:40am 5:30pm 10:10pm

#### RETURNING FROM DETROIT.

Lv. Detroit 7:40am 1:10pm 6:00pm  
Ar. Grand Rapids 12:40pm 5:30pm 10:45pm

TO AND FROM SAGINAW, ALMA AND ST. LOUIS.  
Lv. G.R. 7:40am 5:00pm Ar. G.R. 11:35am 10:45pm

#### TO AND FROM LOWELL.

Lv. Grand Rapids 7:00am 1:20pm 5:25pm  
Ar. from Lowell 12:40pm 5:30pm

#### THROUGH CAR SERVICE.

Parlor Cars on all trains between Grand Rapids and Detroit. Parlor car to Saginaw on morning train.

Trains week days only.

GEO. DEHAVEN, Gen. Pass'r Ag't.

## DETROIT, GRAND HAVEN & MILWAUKEE Railway.

#### EASTWARD.

Trains Leave	*No. 14	*No. 16	*No. 18	*No.
G'd Rapids, Lv	6:45am	10:20am	3:25pm	11:00pm
Ironia, Ar	7:40am	11:25am	4:27pm	12:35am
St. Johns, Ar	8:25am	12:17pm	5:20pm	1:25am
Owosso, Ar	9:00am	1:20pm	6:05pm	3:10am
E. Saginaw, Ar	10:50am	3:45pm	8:00pm	6:40am
Bay City, Ar	11:30am	4:35pm	8:37pm	7:15am
Flint, Ar	10:05am	3:45pm	7:05pm	5:40am
Pt. Huron, Ar	12:05pm	5:50pm	8:50pm	7:30am
Pontiac, Ar	10:55am	3:05pm	8:25pm	5:37am
Detroit, Ar	11:50am	4:05pm	9:25pm	7:00am

#### WESTWARD.

For Grand Haven and Intermediate Points 7:00 a.m.  
For Grand Haven and Muskegon 11:00 p.m.  
" " Mil. and Chi. 15.35 p.m.  
\*Daily except Sunday. \*Daily.  
Trains arrive from the east, 6:35 a.m., 12:50 p.m., 5:30 p.m.  
Trains arrive from the west, 10:10 a.m., 3:15 p.m. and 9:15 p.m.  
Eastward—No. 14 has Wagner Parlor Buffet car. No. 18 Parlor Car. No. 82 Wagner Buffet car.  
Westward—No. 11 Parlor Car. No. 15 Wagner Parlor Buffet car. No. 81 Wagner Sleeper.  
JAS. CAMPBELL, City Ticket Agent.

#### Grand Rapids & Indians.

#### TRAINS GOING NORTH.

Leave going North  
For Traverse City, Petoskey and Saginaw 7:40 a.m.  
For Traverse City 8:25 a.m.  
For Saginaw 5:30 p.m.  
For Petoskey and Mackinaw 10:25 p.m.

#### TRAINS GOING SOUTH.

Leave going South  
For Cincinnati 6:50 a.m.  
For Kalamazoo and Chicago 2:15 p.m.  
For Fort Wayne and the East 3:15 p.m.  
For Cincinnati 4:40 p.m.  
For Kalamazoo and Chicago 11:40 p.m.

#### Chicago via G. R. & I. R. R.

Lv. Grand Rapids 6:50 a.m. 3:15 p.m. \*11:40 p.m.  
Ar. Chicago 8:40 p.m. 9:00 p.m. 7:10 a.m.  
2:15 p.m. train has through Wagner Buffet Parlor Car and coach.

11:40 p.m. train daily, through Wagner Sleeping Car and Coach.  
Lv. Chicago 3:30 p.m. 11:30 p.m.  
Ar. Grand Rapids 9:15 p.m. 7:50 a.m.  
3:30 p.m. has through Wagner Buffet Parlor Car.  
11:30 p.m. train daily, through Wagner Sleeping Car.

Muskegon, Grand Rapids & Indiana.  
From Muskegon—Leave. Arrive  
7:25 a.m. 8:25 a.m.  
1:00 p.m. 1:15 p.m.  
5:40 p.m. 6:30 p.m.

O. L. LOCKWOOD,  
General Passenger and Ticket Agent.

## ENGRAVING PHOTO WOOD HALF-TONE

Buildings, Portraits, Cards and Stationery  
Headings, Maps, Plans and Patented  
Articles.

TRADESMAN CO.,  
Grand Rapids, Mich.



Purely Personal.

F. A. Rockafellow, President of the Rockafellow Mercantile Co., at Carson City, was in town a couple of days last week.

Chas. E. Temple left Monday for Denver, where he will stop a few days, and, perhaps, go on to San Francisco and Stockton before returning home.

A. E. Pickard, formerly engaged in trade at East Jordan, has removed to Ellsworth, where he has taken the position of book-keeper for the Ellsworth Lumber Co.

Jas. E. Granger, Secretary of the Stone-Ordean Co., wholesale grocers at Duluth, arrived in this city Monday for a ten days' visit with his family and friends.

Geo. D. Van Vranken, the Cadillac druggist, has erected a handsome pagoda in the center of his store, from which he is dispensing hot chocolate and beef tea free to his customers during the holidays.

Clarence C. Beatty, junior member of the dry goods firm of S. S. Beatty & Son, at Morenci, was married recently, to Miss Viola Lester, of the same place. The wedding is the sequel to a pleasant World's Fair trip.

Edwin White, President of the Grand Rapids Retail Grocers' Association, leaves the city the second week in January for a visit to England, where he will spend a month with relatives and friends at London, Leeds and Manchester. During his absence he will attend the marriage of a sister near Leeds.

Baumgarten Bros., the Bay City grocers, exhibit a front window this week which is the admiration of all beholders. It is the handiwork of Ed. Baumgarten, who has acquired considerable distinction as a window dresser in the grocery line, and represents a rural scene depicting a stream of water spanned by a bridge, over which a wagon, loaded with people, is passing. The work is constructed entirely of nuts and is remarkable in point of ingenuity and effectiveness.

Bank Notes.

The State Bank of Michigan (Grand Rapids) elected two new directors at the annual meeting, last week—E. H. Foote, Secretary and Treasurer of the Grand Rapids Chair Co., and Edward Crawford, Secretary and Treasurer of the Michigan Chair Co.

The Commercial Savings Bank of Adrian has declared a 10 per cent. dividend and passed \$5,000 to the surplus account.

The Adrian State Savings Bank has declared a 7 per cent. dividend and passed 2 per cent. of the capital stock to surplus account.

The creditors of the defunct National City Bank of Marshall will receive the remaining 5 per cent. due them, with interest, before the end of the week.

D. B. K. Van Raalte has been elected President of the Holland City State Bank, to fill the vacancy caused by the death of Jacob Van Putten, Sr. The vacancy in the board of directors has been filled by the election of R. Venekloasen, of Zeeland.

Skillful Business Correspondence,

As taught at the Grand Rapids Business College, is worth many times its cost.

Eight hundred dozen boys', youths' and men's outing shirts, from \$2.25 to \$6 per dozen, will be ready to show about Jan. 20 at P. Steketee & Sons. Wait until our salesman shows you our line before buying.

Statement from Dr. Sayles.

KALAMAZOO, Dec. 12.—Believing that you have no desire to injure any person's character, I wish to call your attention to the statement you made to-day through your columns. According to an agreement, I met G. W. Saunders at Grand Rapids, to look over my property, consisting of a house and lot. We agreed on the value and I went home with Mr. Saunders and looked over his stock of drugs, and made a purchase of same, by giving security satisfactory to Mr. Saunders, when I again returned to Riverdale and took possession. Mr. Saunders with his mortgage went to Grand Rapids and, not being careful in his looking up the record, thought I did not own the property mortgaged. On his return to Riverdale, I proved title to his entire satisfaction, and Mr. Kingsbury packed and moved the goods, and Mr. Saunders frequently asked to assist him in his work. The title is perfect so far as I know, as I obtained it from an honorable man.

C. P. SAYLES.

The Drug Market.

Opium is very firm and an advance is looked for. The primary market is higher than ours.

Morphia is, as yet, unchanged.

Quinine is steady.

Citric acid is a trifle lower.

Gum camphor is weak.

Bismuth salts will probably be lower, on account of lower prices for the metal.

DIAMONDS,

Precious Stones, Rings, Pins, Swiss and American Watches, Silverware, Clocks and Optical Goods.

This is a list that will make a Christmas present hunter look happy and if a visit shall be paid to the elegant jewelry store of Zierleyn & Carstens, 89 Monroe street, the large display of these goods and the remarkably low prices will make them feel happy.

This firm is one of the substantial ones of the city and all orders entrusted to them either personally or by mail will receive prompt and honorable attention.

PRODUCE MARKET.

Apples—The market is about the same as a week ago. Baldwins are still sold at \$2 per bbl., but Greenings and Spys are held at \$2.25.

Beans—The market is weaker and lower, the price having dropped 3¢ per bu. Handlers pay \$1.20@1.25 for country picked, holding city picked at \$1.55 in small lots and \$1.50 in carlots.

Butter—Dull and slow sale, owing to favorable weather, good roads and—last but not least—the competition of butterine. Good quality dairy stock finds few purchasers at 16¢ and creamery is correspondingly depressed.

Beets—30¢ per doz.

Cabbage—Price ranges from \$1.24 per 100, according to size and quality.

Celery—Is held by dealers at 10¢@15¢ per doz.

Cranberries—Leach's Walton Junction fruit is eagerly sought for by the trade at \$3.50@3.75 per crate, according to quality.

Eggs—Easy and weak. The price will probably go below 20¢ unless a cold snap comes along to stiffen the market. Pickled stock is dull at 18¢.

Grapes—Tokays, \$2.50 and \$3.75 per crate, according to size. Malagas, \$6.50 per 50-lb. keg.

Hay—Handlers grumble over the new tariff, which reduces the duty from \$5 to \$2 per ton and thus enables Canadian dealers to supply New England markets, thus cutting off shipping demand in that direction.

Lettuce—12¢ per lb.

Onions—Red Weatherfields and Yellow Danvers command 40¢ per bu. Spanish stock, \$1 per box.

Parsnips—40¢ per bu.

Parsley—25¢ per doz.

Pears—Californias bring \$2 per bu. box.

Potatoes—The market is drooping and the price is not so firm as a week ago. Local handlers pay 35¢, holding at 40¢ in carlots and 45¢ in small quantities.

Radishes—Hot house stock commands 30¢ per doz. bunches.

Sweet Potatoes—Illinois Jerseys are the only variety still in market. They command \$3 per bbl.

Squash—Hubbard brings 1½¢ per lb.

Turnips—25¢ per bu. In small demand and adequate supply.

GRAND RAPIDS STORAGE AND TRANSFER CO., Ltd.,  
General Warehousemen and Transfer Agents.

Dealers in  
Carriages, Wagons, Agricultural Implements and Binder Twine.  
General Office, 83 South Division Street, Grand Rapids.

COLD and DRY STORAGE.

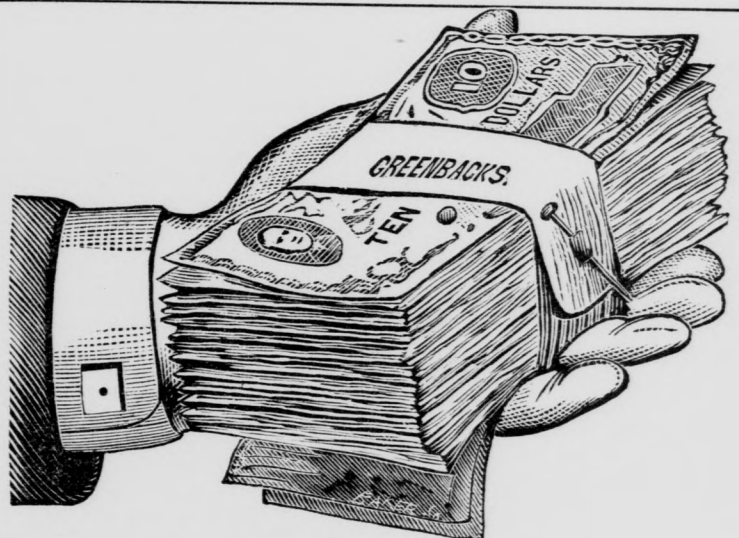
General Office, Telephone 945.  
Warehouse, Telephone 954.

E. J. BROOKS, Man'g.

5c TRY THE 5c  
S.C.W.  
5c NICKLE CIGAR. 5c

Sold by All Wholesale Dealers Traveling from Grand Rapids.

Use Tradesman's Wants Column.  
It Brings Good Returns.



\$20,000

Twenty thousand dollars is a tidy little sum, but we have that amount invested in machinery alone, just to make

Candy

We turn out goods in proportion with the investment, too. We make a full line and to get fine fresh-made goods at rock bottom prices come to us or tell your jobber you want our make.

The Putnam Candy Co.

Badges

For

SOCIETIES,  
CLUBS,  
CONVENTIONS,  
DELEGATES,  
COMMITTEES.

The Largest Assortment of Ribbons  
and Trimmings in the State.

TRADESMAN COMPANY.

## Drug Department.

### State Board of Pharmacy.

One Year—Ottmar Eberbach, Ann Arbor.  
Two Years—George Gundrum, Ionia.  
Three Years—C. A. Bugbee, Charlevoix.  
Four Years—S. E. Parkhill, Owosso.  
Five Years—F. W. R. Perry, Detroit.  
President—Fred W. R. Perry, Detroit.  
Secretary—Stanley E. Parkhill, Owosso.  
Treasurer—Geo. Gundrum, Ionia.  
Coming Meetings—Detroit, Jan 8; Grand Rapids, March 5; Detroit (Star Island), June 24; Lansing, Nov. 5.

### Michigan State Pharmaceutical Ass'n.

President—A. B. Stevens, Ann Arbor.  
Vice-President—A. F. Parker, Detroit.  
Treasurer—W. Dupont, Detroit.  
Secretary—S. A. Thomson, Detroit.

### Grand Rapids Pharmaceutical Society.

President, John E. Peck; Secretary, B. Schrouder.

### "Substitution" by Druggists.

Periodically a desperate raid is made by certain manufacturers upon those wicked druggists who may have been guilty of the unpardonable sin of "substitution." A new proprietary compound has been added to the list of a thousand or more with which the hapless druggist's shelves were already loaded, and when in his despair he seeks relief by supplying a preparation of his own in place of "Smith's Heavenly Elixir," down swoops the majesty of the law, hauls him into court and lashes him with disgrace and a fine. Professionally and commercially the druggist is supposed to have no right to complain. He does little or nothing to create the demand for these proprietary marvels. The manufacturer makes and booms them, the physician prescribes them, and the druggist is in consequence compelled to buy them. What if he be obliged to wipe out his profits and mortgage his store in order to "keep up with the times" by converting his shelves into a world's exposition of medicinal mixtures? What is he but a purveyor of merchandise that he should raise his voice in protest against the joint edict of manufacturer and physician? He carries already a dozen or more brands of the same product under as many different hifalutin names; he has bought about everything proprietary that every prescription called for; he has tried to accommodate himself to every whim and fancy of the modern physician, and when at last realizing that he is but forging firmer the chains for his own captivity he rises in defiance with the only weapons at his command—the United States Pharmacopoeia, the National Formulary and his conscious professional skill—he must be hunted as a criminal and branded as a felon.

No reputable pharmacist has a word of apology for fraudulent substitution. The physician or patient is entitled to receive precisely what his order calls for, and any material deviation from the directions without the knowledge or assured concurrence of the patron is an act of fraud and properly punishable as such. The deliberate substitution of the "same thing" or "something just as good" is not a sufficient defense in either ethics or law. The substitution even of something better or of something designed to avert fraud upon the physician or danger to the patient is clearly not permissible. What then is the pharmacist's protection against the multiplying horde of brands and proprietaries which apparently have but just commenced their devastating march into the province of legitimate pharmacy? To remain passive is but to invite pillage and dishonor; to resist as individuals is to be trampled under foot by the servile druggists who prefer peace with the enemy and a share in the spoils.

It is only by organized resistance that an effective defense can be made. The American Pharmaceutical Association through the Pharmacopoeia and particularly through the National Formulary has already taken action. These volumes, complete in information as to compounds and processes, official and unofficial, afford a solid foundation for progressive work. Physicians having the welfare of their patients at heart (and the vast majority are happily of this class) will assuredly welcome information which will enable them to prescribe more intelligently and to retain association with known remedies and processes rather than with the mysteries of secret compounds which their own ethics officially denounce. The medical profession has, equally with that of pharmacy, a deep, natural antipathy to any sort of medicinal pretender which, while it vaunts its virtues, conceals its identity and thus puts at defiance all laws of medicine and pharmacy. The solution of the problem therefore requires the co-operation of the physician—a task to which the pharmacist in whose skill the physician has confidence is as a rule fully equal. When the allied professions shall come into sincere and active accord with their avowed principles, the life of unworthy proprietaries will be at an end.

### Tablet Triturates.

Although triturate tablets possess, in many instances, an obvious superiority over pills, they are, however, objectionable in others. For example, in exhibiting the bitter substances, such as strychnine, quinine, aloes, etc. Owing to the absence of a coating it is quite impossible to swallow a tablet containing any of the bitter medicaments without leaving some indication of its bitterness upon the sense of taste. An occasional objection is found in some instances where the active constituent of the tablet is crystalline in character; owing to the recrystallization in the tablet, it becomes hard, and consequently is rendered difficult to reduce to a powder unless subjected to extraordinary pressure; thus destroying, to some extent, one of the advantages claimed for it. Again, if the quantity of adhesive matter introduced into the tablet for the purpose of maintaining its form and holding it together has been used to excess, its ready reduction to powder is impeded. Care, therefore, should be intelligently exercised in their preparation, or, again, their superiority over coated pills becomes weakened. From personal observation it must be admitted that in proportion to the increased demand for triturate tablets there appears to be a decreased demand for pills, capsules, and powders. While there still remains an active demand for pills, powders are being rapidly supplanted by tablets. It is not claimed by the writer that this condition exists wherever tablets have been introduced. The reverse of this condition may exist in many sections.

It is a settled fact that triturate tablets have come to stay, at least until some better means has been discovered that will accomplish the same end. As there is no secrecy about the modus operandi for the manufacture of triturate tablets they can be produced by the average pharmacist through the employment of ordinary skill and the utensils he now has at hand. With mortar and pestle, glass or porcelain slab, spatula, and a

few set of hard-rubber or metallic molds, he finds himself equipped for the production, on a small scale, of any tablet that the large manufacturer is capable of making, with the exception, as in all other things, that they can be made on a larger scale at a greatly reduced cost. The possible danger of ultimate injury to the prescription business can only result where the pharmacist fails to recognize the preference the physician is disposed to show toward the triturate tablets, and refuses to supply them when prescribed. D. J. THOMAS.

### Annual Meeting of the Grand Rapids Pharmaceutical Society.

At the annual meeting of the Grand Rapids Pharmaceutical Society, held at the office of the Hazeltine & Perkins Drug Co., last Thursday evening, Wm. Remus, druggist at the corner of Wealthy and Jefferson avenues, was elected to membership in the organization.

Walter K. Schmidt presented his annual address as President, congratulating the Society on the work accomplished during the past year and offering a number of pertinent suggestions relative to the duties and obligations of the members. The address was discussed at some length and accepted.

Benj. Schrouder presented his annual report as Secretary and Treasurer, showing total receipts of \$65.09 and disbursements of \$49.94, leaving a balance on hand of \$15.15. The report was accepted and adopted.

Election of officers being then in order, H. B. Fairchild moved that the President appoint a committee of three members to recommend suitable persons for the several offices. The report was adopted and the President appointed as such committee H. B. Fairchild, H. Riechel and C. G. Dykema.

The committee withdrew for a short time, subsequently recommending the election of the following persons to the various offices for the ensuing year:

President—John E. Peck.

Vice-President—R. A. McWilliams.

Secretary and Treasurer—Benjamin Schrouder.

Board of Trustees—President, F. J. Wurzburg, C. G. Dykema, John Stekete and G. Hahn.

The report was adopted and the officers named were declared unanimously elected.

Mr. Peck protested against taking the office of President, stating that he much preferred to serve in the ranks and would act a member of any committee, but was finally prevailed upon to accept the honor, in view of the fact that the action of the Society was unanimous.

A resolution was adopted directing the Secretary to address a letter to those manufacturers who put out 25 and 50 cent remedies which job at more than \$2 and \$4 per dozen, requesting them to reduce their jobbing prices.

After an interesting discussion and the adoption of several matters of interest to the trade, the meeting adjourned.

### Liked the Coffin and Bought It.

From the Philadelphia Record.

For over a year the show window of an Eleventh street undertaker has been adorned by an elaborately modelled and beautifully finished burial casket. People who have occasion to pass the establishment regularly noticed one day last week that the familiar object was missing from the window. Its fine workmanship had attracted no small amount of attention, and its removal naturally was remarked upon. The proprietor of the establishment, upon being questioned about the matter, admitted that it had been purchased by a wealthy customer.

"And the strangest part of it is," he remarked, "that it has been stored away for safe keeping until needed. Yes, sir; that man came in here one day, looked at the casket, said he would like to be buried in it when his time came, and finally bought it. Of course, it wouldn't do for me to tell his name, but if I did I think you would be rather surprised."

## THE NEW YORK TRIBUNE.

1895.

Foremost of American Weeklies.

Circulation 168,000 a Week.

First to rally from the overwhelming defeat of 1892, The New York Tribune patiently labored for two years to awaken the sleeping judgment of the Nation. Possessing an enormous circulation, equipped with a staff of competent and honest students of public questions, and itself having no object to serve except the welfare of the masses upon the farms and in the shops, scorning lies and sensational appeals, and satisfied merely to place the truth before its readers, The Tribune has sent to half a million earnest and reflecting people, weekly, a budget of honest facts, sensible arguments and friendly suggestions, which have at last borne fruit in the elections of 1894. The work of the people is, however, only half done. It is necessary in 1896 to place in the chair which Grover Cleveland has not adorned, a constructive statesman of the Republican faith. To this task The Tribune now addresses itself, and invites the support of every American citizen who desires a return of the "good old times."

Roswell G. Horr, ex-Congressman from Michigan, but now of New York City, will continue to discuss Tariff, Currency, Coinage and Labor questions in The Tribune. By all odds the most witty, earnest and well-informed speaker upon the stump, he is every year sent by The Tribune to aid the local campaigns in every part of the country. He keeps in constant touch with the people, knows their wants and addresses himself in The Tribune directly to the thoughts which are in their minds, and makes himself understood. He will gladly answer questions, asked in good faith, by readers.

All the regular features of The Tribune will be continued. For Western readers, a special array of Western news is supplied. For Eastern readers an Eastern edition is printed.

It is the intention to make the paper especially helpful to farmers and mechanics. Each class has its separate department in The Tribune; and the new inventions of mechanics, who lack the means to exploit the product of their brains are advertised free of charge in the hope of aiding them to find a purchaser or a partner.

The market reports of The Tribune, long acknowledged to be the best in the country, will maintain their old standard; and the usual variety of foreign news letters, essays upon home topics, book reviews, articles on chess and checkers, and miscellany will be presented every week. The editorial pages of the paper sum up the most important news of the day, with comments.

The Tribune also prints, for the ladies, the very latest fashions from Paris and London, and there is a department of "Answers to Questions," conducted by a capable writer, in which all the questions of the people on miscellaneous topics are carefully answered.

The Semi-Weekly Tribune is an incomparable paper for residents who live beyond the range of The Daily Tribune, but find it necessary to keep in touch with the best thoughts and higher interests of the world at large.

A few premiums are offered to readers and club agents.

Any friend of The Tribune is cordially invited to send for sample copies and terms, and make up a club of subscribers. We would be especially pleased to see a large circle of readers in every workshop.

The Weekly, \$1; The Semi-Weekly, \$2; The Daily Tribune, \$10 a year. The Tribune Almanac for 1895, ready in January, 25 cents a copy. THE TRIBUNE, New York.

## Seely's Flavoring Extracts

Every dealer should sell them.

Extra Fine quality.

Lemon, Vanilla, Assorted Flavors.

Yearly sales increased by their use.

Send trial order.



### Seely's Lemon.

(Wrapped)

	Doz.	Gro.
1 oz.	\$ 90	10 20
2 oz.	1 20	12 60
4 oz.	2 00	22 80
6 oz.	3 00	33 00

### Seely's Vanilla

(Wrapped)

	Doz.	Gro.
1 oz.	\$ 1 50	16 20
2 oz.	2 00	21 60
4 oz.	3 75	40 80
6 oz.	5 40	57 60

Plain N. S. with corkscrew at same price if preferred.

Correspondence Solicited

SEELY & MFG. CO., Detroit, Mich.



## Wholesale Price Current.

Advanced— Declined—Citric Acid.

ACIDUM.		TINCTURES.	
Aceticum	80 10	Aconitum Napellis R.	60
Benzolcum German.	65 75	Aloes.	50
Boricum	15	" and myrrh	50
Carbolicum	20 30	Arnica	50
Citricum	41 44	Asafoetida	0
Hydrochloric	3 5	Atropa Belladonna	60
Nitrosum	10 12	Benzoin	60
Oxalicum	10 12	" Co.	50
Phosphoricum dil.	20	Sanguinaria	50
Salicylicum	1 25 60	Barosma	50
Sulphuric	1 1 50	Cantharides	75
Tannicum	1 40 60	Capicum	50
Tartaricum	30 33	Ca damon.	75
AMMONIA.		" Co.	75
Aqua, 16 deg.	42 6	Castor	1 00
" 20 deg.	62 8	Catechu	50
Carbonas	12 14	Cinchona	50
Chloridum	12 14	" Co.	50
ANILINE.		Columba	50
Black	2 00 25	Conium	50
Brown	30 21 00	Cubeba	50
Red	45 50	Digitalis	50
Yellow	2 50 30 00	Ergot.	50
BACCAR.		Gentian	50
Cubae (po 25)	20 25	" Co.	50
Juniperus	80 10	Guaiaca	50
Xanthoxylum	25 30	" amon	50
BALSAMUM.		Zingiber	50
Copaiba	45 50	Hyocyanus	50
Peru	2 00	Iodine	75
Terabin. Canada	45 50	" Colorless	75
Tolutan	35 50	Perri Chloridum	35
CORTEX.		Kino	50
Abies, Canadian	18	Lobelia	50
Cassia	12	Myrrh	50
Cinchona Flava	18	Nux Vomica	50
Eunonymus atropurp.	30	Opil	85
Myrica Cerifera, po.	20	" Camphorated	50
Prunus Virgin.	12	" Deodor.	2 00
Quillaja, grd.	10	Aurant Cortex	50
Sassafras	12	Quassia	50
Ulmus Po (Ground 15)	15	Rhatany	50
EXTRACTUM.		Rhei.	50
Glycyrrhiza Glabra.	24 25	Cassia Acutifol.	50
" po.	33 35	" Co.	50
Haematox, 15 lb. box.	11 12	Serpentaria	50
" 18	13 14	Stromonium	60
" 1/4s.	14 15	Tolutan	60
" 1/8s.	10 17	Valerian	50
FERRU.		Veratrum Verde.	50
Carbonate Precip.	2 15	MISCELLANEOUS.	
Citrate and Quinia	2 30	Aether, Spts Nit, 3 F.	28 30
Citrate Soluble	2 80	" " 4 F.	32 34
Ferrocyanidum Sol.	2 50	Alumen	2 4 3
Solut Chloride	2 15	" ground, (po.	30 4
Sulphate, com'l.	2 7	Annatto	55 60
FLORA.		Antimoni, po.	42 5
Arnica	12 14	" et Potass T.	55 60
Anthemis	30 35	Antipyrin	21 40
Matricaria	50 65	Antifebrin	25
FOLIA.		Argent Nitras, ounce	50
Barosma	14 30	Arsenicum	50
Cassia Acutifol, Tin	25 28	Balm Gilead Bud.	38 40
nively	35 50	Bismuth S. N.	60 70
Salvia officinalis, 1/4s	15 25	Calcium Chlor, 1s, (1/4s	12 14
and 1/8s.	15 25	" 12; 1/4s. 14)	11
Ura Ural	80 10	Cantharides Russian,	21 00
GUMMI.		Capici Fructus, af.	26
Acacia, 1st picked	2 60	" po.	28
" 2d	2 40	" B po.	20
" 3d	2 30	Caryophyllus, (po. 15)	10 12
" sifted sort	2 20	Carmine, No. 40	2 75
" po.	80 80	Cera Alba, S. & F.	50 55
Aloe, Barb, (po. 60)	50 60	Cera Flava	38 40
" Cape, (po. 20)	2 12	Coccus Fructus	2 25
Socotri, (po. 60)	2 50	Centauria	2 10
Catechu, 1s, (1/4s, 14 1/4,	1 10	Cetaceum	2 40
16)	55 60	Chloroform	60 68
Ammoniac	55 60	" squibbs	21 25
Asafoetida, (po. 50)	50 60	Chloral Hyd Crst.	1 25 1 50
Benzoinum	50 55	Chondrus	20 25
Camphora	40 55	Cinchonidine, P. & W	15 20
Euphorbium po	35 10	" German	3 4 12
Galbanum	2 50	Corks, list, dis. per	75
Gamboge, po.	70 75	Cent	2 35
Guaiacum, (po. 35)	2 30	Creasotum	2 2
Kino, (po. 1 75)	21 75	Creta, (bbl. 75)	5 5
Mastic	2 40	" prep.	5 5
Myrrh, (po. 45)	2 40	" precip.	9 11
Opil (po 3 30 23 50)	2 6 23 70	" Rubra	2 8
Shellac	40 60	Crocus	35 40
" bleached	40 45	Cudbear	2 24
Tragacanth	50 60	Cupri Sulph.	5 2 6
HERBA—In ounce packages.		Dextrine	10 12
Absinthium	25	Ether Sulph.	75 90
Eupatorium	20	Emery, all numbers.	2 6
Lobelia	25	" po.	2 6
Majorum	28	Ergota, (po.) 40	30 35
Mentha Piperita	28	Flake White	13 15
" Vir.	25	Galla	2 28
Rue	30	Gambier	7 8
Tanacetum, V.	22	Gelatin, Cooper	2 60
Thymus, V.	25	" French	30 50
MAGNESIA.		Glassware flint, by box 80.	
Calcined, Pat.	55 60	Less than box 75.	
Carbonate, Pat.	20 22	Glin, Brown	20 15
Carbonate, K. & M.	20 25	" White	13 25
Carbonate, Jennings	35 38	Glycerina	14 20
OLIVUM.		Grana Paradisi	2 22
Absinthium	2 50 3 00	Humulus	2 55
Amygdalae, Dulc.	30 50	Hydraag Chlor Mite.	2 75
Amygdalae, Amarae	8 00 25	" Cor	2 65
Anisi	2 6 22 80	" Ox Rubrum	2 35
Aurant Cortex	1 80 22 00	" Ammoniat.	2 95
Bergamit	3 00 23 20	Unguentum	45 55
Caliputi	60 65	Hydrargyrum	2 60
Caryophylli	75 80	Ichthyobolla, Am.	1 25 1 50
Cedar	35 45	Indigo	75 100
Chenopodii	21 60	Iodine, Resubl.	3 80 23 90
Cinnamoni	1 60 21 75	Iodoform	2 4 70
Citronella	2 45	Lupulin	2 25
Conium Mac.	35 65	Lycopodium	60 65
opaiba	90	Macer	70 75
		Liquor Arsen et Hy-	2 27
		drargyrum	10 12
		Liquor Potass Arsenitis	2 4 4
		Magnesia, Sulph (bbl	60 2 4
		1 1/4)	
		Mannia, S. F.	60 2 4

HAZELTINE & PERKINS DRUG CO.  
VALLEY CITY  
POULTRY POWDER

Nothing Like It to Make Hens Lay in Winter.

A valuable addition to the feed of laying Hens and growing chicks, and a sure preventative for Cholera Rouse and Gapes.



Price 25 Cents.

HAZELTINE & PERKINS DRUG CO.,  
Manufacturing Chemists,  
GRAND RAPIDS, MICH.

## GROCERY PRICE CURRENT.

The prices quoted in this list are for the trade only, in such quantities as are usually purchased by retail dealers. They are prepared just before going to press and are an accurate index of the local market. It is impossible to give quotations suitable for all conditions of purchase, and those below are given as representing average prices for average conditions of purchase. Cash buyers or those of strong credit usually buy closer than those who have poor credit. Subscribers are earnestly requested to point out any errors or omissions, as it is our aim to make this feature of the greatest possible use to dealers.

<b>AXLE GREASE.</b>		<b>Apricots.</b>		<b>CATSUP.</b>		<b>Peel.</b>		<b>FLAVORING EXTRACTS.</b>	
Aurora.....	55 6 00	Live oak.....	1 40	Blue Label Brand.		Citron, Leghorn, 25 lb. boxes	13	Souders'.	
Castor Oil.....	60 7 00	Santa Cruz.....	1 40	Half pint, 25 bottles.....	2 75	Lemon " 25 " " "	8	Oval Bottle, with corkscrew.	
Diamond.....	50 5 50	Lusk's.....	1 40	Pint.....	4 50	Orange " 25 " " "	10	Best in the world for the money.	
Frazier's.....	75 9 00	Overland.....	1 40	Quart 1 doz bottles.....	3 50	<b>Raisins.</b>			
Mica.....	65 7 50	F. & W.....	85	Triumph Brand.....	1 35	Ondura, 29 lb. boxes.....	2 3	Regular	
Paragon.....	55 6 00	White.....	1 40	Half pint, per doz.....	4 50	Sultana, 20 " " " "	7 1/2	Grade	
<b>BAKING POWDER.</b>		Cherries.....	1 15	Pint, 25 bottles.....	3 75	Valencia, 30 " " " "	7 1/2	Lemon.	
Acme.....	45	Red.....	2 20	Quart, per doz.....	3 75	<b>Prunes.</b>			
1 lb. 1 ".....	1 60	Pitted Hamburg.....	1 40	<b>CLOTHES PINS.</b>		California, 100-120.....	5 1/2	2 oz.....	75
Bulk.....	10	White.....	1 15	5 gross boxes.....	40 45	" 80x100 25 lb. bxs.....	6 1/2	4 oz.....	1 50
1 lb. can 6 doz case.....	55	Damsons, Egg Plums and Green	1 25	<b>COCOA SHELLS.</b>		" 80x90 " " " "	6 1/2	Regular	
1 lb. 1 ".....	1 10	Gages.....	1 25	35 lb. bags.....	2 3	" 70x80 " " " "	8	Vanilla.	
1 lb. 2 doz ".....	2 00	Common.....	1 25	Less quantity.....	2 3 1/2	Turkey.....		doz	
1 lb. 1 doz ".....	9 00	Gooseberries.....	1 25	Pound packages.....	6 1/2 27	Silver.....		2 oz.....	75
Queen Flake.....	2 70	Pie.....	1 10	<b>COFFEE.</b>		<b>ENVELOPES.</b>			
3 oz cans 6 doz ".....	3 20	Maxwell.....	1 50	Green.....		XX rag, white.....	1 35	XX Grade	
9 oz " 4 doz ".....	4 80	Shepard's.....	1 50	Rio.....		No. 1, 6 1/2 ".....	1 10	Lemon.	
1 lb. 2 doz ".....	4 00	California.....	1 50	Fair.....	18	No. 2, 6 ".....	1 25	2 oz.....	1 50
5 lb. 1 doz ".....	9 00	Monitor.....	1 50	Good.....	19	No. 1, 6 ".....	1 00	4 oz.....	3 00
Red Star, 1 lb. cans.....	40	Oxford.....	1 50	Golden.....	21	<b>Manilla, white.</b>			
1 lb. 1 ".....	1 40	Pears.....	1 25	Peaberry.....	23	6 1/2 ".....	75	XX Grade	
Telfer's, 1 lb. cans, doz.....	45	Domestic.....	1 25	Fair.....	19	6 ".....	70	Vanilla.	
1 lb. 1 ".....	1 50	Riverside.....	1 75	Good.....	21	<b>Coin.</b>			
Our Leader, 1 lb. cans.....	45	Common.....	1 00 1 30	Prime.....	21	Mill No. 4.....	90	<b>Jennings.</b>	
1 lb. cans.....	75	Johnson's sliced.....	2 50	Peaberry.....	23	<b>FARINACEOUS GOODS.</b>			
1 lb. cans.....	1 50	Booth's sliced.....	2 75	Fair.....	21	Walsh DeRoo & Co.'s.....	2 10	Lemon. Vanilla	
1 lb. cans.....	1 50	Booth's grated.....	2 75	Good.....	21	115 lb. kegs.....	2 1/2	2 oz regular panel.....	75
1 lb. cans.....	1 50	Quinces.....	1 10	Fancy.....	24	Farina.....	2 1/2	4 oz ".....	1 30
<b>BATH BRICK.</b>		Raspberries.....	1 10	Prime.....	24	Grits.....	2 1/2	No. 3 taper.....	1 35
2 dozen in case.....	90	Red.....	95	Milled.....	24	<b>Manilla, white.</b>			
English.....	80	Black Hamburg.....	1 40	Interior.....	25	6 ".....	70	No. 4 taper.....	2 50
Bristol.....	80	Erie.....	1 20	Private Growth.....	27	<b>Coin.</b>			
Domestic.....	70	Terrapin.....	1 05	Mandehling.....	28	<b>FARINACEOUS GOODS.</b>			
<b>BLUING.</b>		Whortleberries.....	85	Imitation.....	25	Walsh DeRoo & Co.'s.....	2 10	Lemon. Vanilla	
Arctic, 4 oz ovals.....	3 60	Blueberries.....	85	Arabian.....	28	Barrels.....	3 00	2 oz oval taper.....	75
8 oz ".....	6 75	Meats.....	2 20	<b>CRACKERS.</b>		3 oz ".....	1 75	3 oz regular ".....	1 75
pints, round.....	9 00	Corned beef Libby's.....	2 20	Seymour XXX.....	5	2 oz regular ".....	85	4 oz ".....	1 60
No. 2, sifting box.....	2 75	Roast beef Armour's.....	2 35	Family XXX.....	5 1/2	<b>INDIGO.</b>			
No. 3.....	4 00	Potted ham, 1/4 lb.....	1 25	Family XXX, cartoon.....	5 1/2	Cracked.....	3	Madras, 5 lb. boxes.....	55
No. 4.....	5 00	" tongue, 1/4 lb.....	1 25	Salted XXX.....	5	<b>FISH—Salt.</b>			
1 oz ball.....	4 50	" chicken, 1/4 lb.....	75	Kenosha.....	7 1/2	Bloaters.....		15 lb. pails.....	43
Mexican Liquid, 4 oz.....	3 60	Vegetables.....	95	Boston.....	7	Yarmouth.....		" ".....	29
8 oz ".....	6 80	Beans.....	1 15	Butter biscuit.....	6	Georges cured.....	4 1/2	30 ".....	65
<b>BROOMS.</b>		Hamburg stringless.....	1 15	<b>CREAM TARTAR.</b>		Georges genuine.....	4 1/2	<b>LICORICE.</b>	
No. 1.....	2 00	French style.....	2 00	Strictly pure.....	30	Georges selected.....	7 1/2	Pure.....	30
No. 2 Carpet.....	2 15	Lima.....	1 35	Telfer's Absolute.....	30	Boneless, bricks.....	6 1/2	Calabria.....	25
No. 1.....	2 50	Lima, green.....	1 15	Grocers'.....	15 25	Boneless, strips.....	6 1/2 29	Stedley.....	12
Parlor Gem.....	2 50	soaked.....	1 15	<b>DRIED FRUITS.</b>		<b>Halibut.</b>			
Common Whisk.....	2 50	Lewis Boston Baked.....	1 25	Sundried.....	6	Smoked.....	11 12 12	Condensed, 2 doz.....	1 20
Fancy.....	1 00	Bay State Baked.....	1 25	Evaporated, 50 lb. boxes	8	Herring.....		4 doz.....	2 25
Warehouse.....	2 85	World's Fair Baked.....	1 25	California in bags.....	8 1/2	Holland, white hoops keg	7 50	<b>MINE MEAT.</b>	
<b>BRUSHES.</b>		Picnic Baked.....	95	Evaporated in boxes.....	9	Norwegian.....	9 00	1 gallon.....	1 75
Stove, No. 1.....	1 25	Corn.....	1 25	In boxes.....	7 1/2	Round, 1/4 bbl 100 lbs.....	2 6 1/2	Half gallon.....	1 40
" 10.....	1 50	Hamburg.....	1 25	70 lb. bags.....	9	Sealed.....	1 35	Quart.....	70
" 15.....	1 75	Livingston Eden.....	1 10	25 lb. boxes.....	9	Mackerel.....		Half pint.....	45
Rice Root Scrub, 2 row.....	85	Purity.....	1 10	<b>CHICORY.</b>		No. 1, 100 lbs.....	10 50	Wooden, for vinegar, per doz.	40
Rice Root Scrub, 3 row.....	1 25	Honey Dew.....	1 85	Bulk.....	5	No. 1, 40 lbs.....	4 50	1 gallon.....	7 00
Palmetto, goose.....	1 50	Morning Glory.....	1 85	Red.....	7	No. 1, 10 lbs.....	1 20	Half gallon.....	4 75
<b>CANDLES.</b>		Soaked.....	75	<b>CLOTHES LINES.</b>		No. 2, 10 lbs.....	8 25	Quart.....	3 75
Hotel, 40 lb. boxes.....	10	Harris standard.....	65	Cotton, 40 ft..... per doz.	1 25	Family, 90 lbs.....		Pint.....	2
Star, 40 ".....	9	VanCamp's marrofat.....	75	" 50 ft.....	1 40	<b>MEASURES.</b>			
Paraffine.....	10	early June.....	1 10	" 60 ft.....	1 60	Tin, per dozen.....		1 gallon.....	1 75
Wicking.....	24	French.....	2 15	" 70 ft.....	1 75	Half gallon.....		Quart.....	70
<b>CANNED GOODS.</b>		Archer's Early Blossom.....	1 25	" 80 ft.....	1 85	Quart.....		Half pint.....	45
Fish.....		Mushrooms.....	2 15	Jute.....	85	Half pint.....		Wooden, for vinegar, per doz.	40
Clams.....		Pumpkin.....	1 90 2 1	<b>CREDIT CHECKS.</b>		1 gallon.....		Choice.....	32
Clam Chowder.....	1 90	Squash.....	80	500, any one denom'n.....	83 00	Fancy.....		Fair.....	18
Standard, 8 lb.....	2 25	Succotash.....	1 15	1000, ".....	5 00	<b>FLAVORING EXTRACTS.</b>			
Cove Oysters.....	75	Hamburg.....	1 40	2000, ".....	8 00	Souders'.		Oval Bottle, with corkscrew.	
Standard, 2 lb.....	1 35	Soaked.....	80	Steel punch.....	75	Oval Bottle, with corkscrew.		Best in the world for the money.	
Star, 1 lb.....	2 45	Honey Dew.....	80	<b>CONDENSED MILK.</b>		<b>Jennings.</b>			
2 lb.....	3 50	Erie.....	1 35	4 doz. in case.....		Lemon. Vanilla		2 oz regular panel.....	75
Picnic, 1 lb.....	2 00	Tomatoes.....	1 35	<b>CONDENSED MILK.</b>		4 oz ".....		4 oz ".....	1 30
2 lb.....	2 90	Gallon.....	3 00	N.Y. Cond'n'd Milk Co's brands		No. 3 taper.....		No. 4 taper.....	2 50
<b>MACARONI.</b>		Hancock.....	90	Gall Borden Eagle.....	7 40	Lima Beans.....	5 1/2 5 1/2	Lemon. Vanilla	
Standard, 1 lb.....	1 10	Excelsior.....	90	Crown.....	6 25	Green, bu.....	1 05	2 oz oval taper.....	75
" 2 lb.....	2 10	Edam.....	90	Daisy.....	5 75	Split per lb.....	2 1/2	3 oz ".....	1 75
Mustard, 2 lb.....	2 25	Hamburg.....	1 30	Champion.....	4 50	Schumacher, bbl.....	5 00	2 oz regular ".....	85
Tomato Sauce, 2 lb.....	2 25	Gallon.....	3 00	Magnolia.....	4 25	Monarch, 1/4 bbl.....	4 50	4 oz ".....	1 60
Souped, 2 lb.....	2 25	<b>CHOCOLATE.</b>		Dime.....	3 35	Quaker, cases.....	3 20	<b>GUNPOWDER.</b>	
<b>SARDINES.</b>		Baker's.....		<b>CONDENSED MILK.</b>		<b>Rifle—Dupont's.</b>			
American.....	4 1/2 5	German Sweet.....	23	4 doz. in case.....		Kegs.....	3 25	Chokey Bore—Dupont's.....	4 25
Imported.....	10 10	Premium.....	37	N.Y. Cond'n'd Milk Co's brands		Half kegs.....	1 90	Half kegs.....	2 40
Mustard.....	2 25	Breakfast Cocoa.....	43	Gall Borden Eagle.....	7 40	Quarter kegs.....	1 10	Quarter kegs.....	3 00
Boneless.....	12	Amboy.....	11 1/2	Crown.....	6 25	1 lb cans.....	30	1 lb cans.....	30
<b>TROUT.</b>		Acme.....	11 1/2	Daisy.....	5 75	1/2 lb cans.....	18	<b>HERBS.</b>	
Brook, 3 lb.....	2 50	Lewards.....	11 1/2	Champion.....	4 50	<b>INDIGO.</b>			
<b>FRUITS.</b>		Gold Medal.....	11 1/2	Magnolia.....	4 25	Madras, 5 lb. boxes.....	55	S. F., 2, 3 and 5 lb. boxes.....	50
Apples.....		Skim.....	8 29	Dime.....	3 35	<b>JELLY.</b>			
3 lb. standard.....	90	Brick.....	8 29	<b>CONDENSED MILK.</b>		15 lb. pails.....	43	17 ".....	29
York State, gallons.....	2 50	Edam.....	1 00	4 doz. in case.....		" ".....	29	30 ".....	65
Hamburg, ".....		Lelden.....	20	N.Y. Cond'n'd Milk Co's brands		<b>LICORICE.</b>			
<b>PEERLESS.</b>		Limburger.....	2 15	Gall Borden Eagle.....	7 40	Pure.....	30	Calabria.....	25
<b>PEERLESS.</b>		Pineapple.....	2 24	Crown.....	6 25	Stedley.....	12	Stedley.....	12
<b>PEERLESS.</b>		Roquefort.....	2 35	Daisy.....	5 75	Root.....	10	<b>LYE.</b>	
<b>PEERLESS.</b>		Sap Sago.....	2 30	Champion.....	4 50	Condensed, 2 doz.....	1 20	4 doz.....	2 25
<b>PEERLESS.</b>		Schweitzer, imported.....	2 34	Magnolia.....	4 25	<b>MINE MEAT.</b>			
<b>PEERLESS.</b>		domestic.....	2 14	Dime.....	3 35	1 gallon.....	1 75	Half gallon.....	1 40
<b>PEERLESS.</b>				<b>CONDENSED MILK.</b>		Quart.....	70	Half pint.....	45
<b>PEERLESS.</b>				4 doz. in case.....		Wooden, for vinegar, per doz.	40	1 gallon.....	7 00
<b>PEERLESS.</b>				N.Y. Cond'n'd Milk Co's brands		Half gallon.....	4 75	Quart.....	3 75
<b>PEERLESS.</b>				Gall Borden Eagle.....	7 40	Pint.....	2	<b>MOLASSES.</b>	
<b>PEERLESS.</b>				Crown.....	6 25	<b>Blackstrap.</b>			
<b>PEERLESS.</b>				Daisy.....	5 75	Sugar house.....	14	Cuba Baking.....	
<b>PEERLESS.</b>				Champion.....	4 50	Ordinary.....	16	Porto Rico.....	
<b>PEERLESS.</b>				Magnolia.....	4 25	Prime.....	20	Fancy.....	30
<b>PEERLESS.</b>				Dime.....	3 35	<b>NEW ORLEANS.</b>			
<b>PEERLESS.</b>				<b>CONDENSED MILK.</b>		Fair.....	18	Good.....	22
<b>PEERLESS.</b>				4 doz. in case.....		Extra good.....	27	Choice.....	32
<b>PEERLESS.</b>				N.Y. Cond'n'd Milk Co's brands		Fancy.....	40	<b>FLAVORING EXTRACTS.</b>	
<b>PEERLESS.</b>				Gall Borden Eagle.....	7 40	Souders'.		Oval Bottle, with corkscrew.	
<b>PEERLESS.</b>				Crown.....	6 25	Oval Bottle, with corkscrew.		Best in the world for the money.	
<b>PEERLESS.</b>				Daisy.....	5 75	<b>Jennings.</b>			
<b>PEERLESS.</b>				Champion.....	4 50	Lemon. Vanilla		2 oz regular panel.....	75
<b>PEERLESS.</b>				Magnolia.....	4 25	4 oz ".....		4 oz ".....	1 30
<b>PEERLESS.</b>				Dime.....	3 35	No. 3 taper.....		No. 4 taper.....	2 50
<b>PEERLESS.</b>				<b>CONDENSED MILK.</b>		Lima Beans.....		Lemon. Vanilla	
<b>PEERLESS.</b>				4 doz. in case.....		Green, bu.....		2 oz oval taper.....	75
<b>PEERLESS.</b>				N.Y. Cond'n'd Milk Co's brands		Split per lb.....		3 oz ".....	1 75
<b>PEERLESS.</b>				Gall Borden Eagle.....	7 40	Schumacher, bbl.....		2 oz regular ".....	85
<b>PEERLESS.</b>				Crown.....	6 25	Monarch, 1/4 bbl.....		4 oz ".....	1 60
<b>PEERLESS.</b>				Daisy.....	5 75	Quaker, cases.....		Kegs.....	3 25
<b>PEERLESS.</b>				Champion.....	4 50	<b>HERBS.</b>			
<b>PEERLESS.</b>				Magnolia.....	4 25	Sage.....		Hope.....	
<b>PEERLESS.</b>				Dime.....	3 35	Madras, 5 lb. boxes.....		S. F., 2, 3 and 5 lb. boxes.....	
<b>PEERLESS.</b>				<b>CONDENSED MILK.</b>		<b>JELLY.</b>			
<b>PEERLESS.</b>				4 doz. in case.....		15 lb. pails.....		17 ".....	
<b>PEERLESS.</b>				N.Y. Cond'n'd Milk Co's brands		" ".....		30 ".....	
<b>PEERLESS.</b>				Gall Borden Eagle.....	7 40	<b>LICORICE.</b>			
<b>PEERLESS.</b>				Crown.....	6 25	Pure.....		Calabria.....	
<b>PEERLESS.</b>				Daisy.....	5 75	Stedley.....		Stedley.....	



## PICKLES.

Medium.	
Barrels, 1,200 count...	25 00
Half bbls, 600 count...	23 00
Small.	
Barrels, 2,400 count...	6 00
Half bbls, 1,200 count...	3 50

## PIPES.

Clay, No. 216...	1 70
" T. D. full count...	70
Cob, No. 3...	1 80

## POTASH.

48 cans in case.	
Babbitt's...	4 00
Penna Salt Co.'s...	3 00

## RICE.

Domestic.	
Carolina head...	5 6
" No. 1...	60
" No. 2...	5 4
Broken...	4
Imported.	
Japan, No. 1...	5 4
" No. 2...	5
Java...	5
Patna...	4 4

## SPICES.

Whole Sifted.	
Allspice...	9 4
Cassia, China in mats...	9 4
" Batavia in bund...	15
" Saigon in rolls...	32
Cloves, Amboyna...	22
" Zanzibar...	11 4
Mace Batavia...	80
Nutmegs, fancy...	75
" No. 2...	70
Pepper, Singapore, black...	10
" white...	20
" shot...	16
Pure Ground in Bulk.	
Allspice...	15
Cassia, Batavia...	18
" and Saigon...	25
" Saigon...	35
Cloves, Amboyna...	22
" Zanzibar...	18
Ginger, African...	16
" Cochin...	20
" Jamaica...	32
Mace Batavia...	65
Mustard, Eng. and Trieste...	32
" Trieste...	25
Nutmegs, No. 2...	75
Pepper, Singapore, black...	16
" white...	24
" Cayenne...	30
Sage...	20
" Absolute" in Packages.	
Allspice...	84 1 55
Cinnamon...	84 1 55
Cloves...	84 1 55
Ginger, Jamaica...	84 1 55
" African...	84 1 55
Mustard...	84 1 55
Pepper...	84 1 55
Sage...	84 1 55

## SAL SODA.

Granulated, bbls...	1 14
" 75 lb cases...	1 14
Lump, bbls...	1 15
" 145 lb kegs...	1 14

## SEEDS.

Anise...	2 15
Canary, Smyrna...	4 34
Caraway...	30
Cardamom, Malabar...	90
Hemp, Russian...	4
Mixed Bird...	5 06
Mustard, white...	10
Poppy...	9
Rape...	5
Cattle bone...	30

## STARCH.

Corn.	
20-lb boxes...	5 4
40-lb "	5 4
Gloss.	
1-lb packages...	5
3-lb "	5
6-lb "	5 4
40 and 50 lb. boxes...	3 4
Barrels...	3 4

## SNUFF.

Scotch, in bladders...	37
Maccaboy, in jars...	35
French Rappee, in Jars...	43

## SODA.

Boxes, English...	5 4
Kegs, English...	4 4

## SALT.

Diamond Crystal.	
Cases, 24 3 lb. boxes...	1 60
Barrels, 320 lbs...	2 50
" 115 2 1/2 lb bags...	4 00
" 60 5 lb "	3 75
" 30 10 lb "	3 50
Butter, 56 lb bags...	3 50
" 20 14 lb bags...	3 50
" 280 lb bbls...	2 50
" 224 lb "	2 25
Worcester.	
115 2 1/2 lb sacks...	34 00
60 5-lb "	3 75
30 10-lb "	3 50
22 14-lb "	3 50
320 lb. bbl.	2 40
3-lb sacks...	32 1/2
linen sacks...	60
Common Grades.	
100 3-lb. sacks...	32 1/2
60 5-lb. "	1 90
28 10-lb. sacks...	1 75
Warsaw.	
56 lb. dairy in drill bags...	30
28 lb. "	16
Ashion.	
56 lb. dairy in linen sacks...	75
Higgins.	
56 lb. dairy in linen sacks...	75
Solar Rock.	
56 lb. sacks...	22
Common Fine.	
Saginaw...	90
Manistee...	90

## SALERATUS.

Packed 60 lbs. in box.	
Church's...	3 30
DeLand's...	3 15
Dwight's...	3 30
Taylor's...	3 00

## SEELY'S EXTRACTS.

Lemon.	
1 oz. F. M. \$ 90 doz.	\$10 20 gro
" N. S. 1 20 "	12 60 "
" F. M. 1 40 "	14 40 "
Vanilla.	
1 oz. F. M. 1 50 doz.	16 20 gro
" N. S. 2 00 "	21 80 "
" F. M. 2 50 "	25 50 "
Rococo—Second Grade.	
Lemon.	
2 oz. .... 75 doz.	8 00 "
Vanilla.	
2 doz. .... 1 00 doz.	10 50 "

## SOAP.

Allen B. Wrisley's Brands.	
Old Country, 80 1-lb.	3 20
Good Cheer, 60 1 lb.	3 90
White Borax, 100 1/2-lb.	3 65

## Laundry.

Proctor & Gamble.	
Concord...	3 45
Ivory, 10 oz.	6 75
" 6 oz.	4 00
Lenox...	3 65
Mottled German...	3 15
Town Talk...	3 25

## Dingman Brands.

Single box...	3 95
5 box lots, delivered...	3 85
10 box lots, delivered...	3 75

## Jas. S. Kirk &amp; Co.'s Brands.

American Family, wrp'd.	33 33
" plain...	2 27

## N. K. Fairbank &amp; Co.'s Brands.

Santa Claus...	3 90
Brown, 60 bars...	2 10
" 80 bars...	3 10

## Lautz Bros. &amp; Co.'s Brands.

Acme...	3 75
Cotton Oil...	6 00
Marsellies...	4 00
Master...	4 00

## Thompson &amp; Chute Co.'s Brands

Silver...	3 65
Mono...	3 30
Savon Improved...	2 50
Sunflower...	2 80
Golden...	3 25
Economical...	2 25

## Passol's Atlas Brand.

Single box...	3 65
5 box lots...	3 60
10 box lots...	3 50
25 box lots del...	3 40

## Scouring.

Sapallo, kitchen, 3 doz.	2 40
" hand, 3 doz.	2 40

## SUGAR.

Below are given New York prices on sugars, to which the wholesale dealer adds the local freight from New York to your shipping point, giving you credit on the invoice for the amount of freight, buyer pays from the market, in which he purchases to his shipping point, including 20 pounds for the weight of the barrel.	
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Domino...	4 75
Cut Leaf...	4 75
Cubes...	4 75
Powdered...	4 37
XXXX Powdered...	4 62
Granulated...	3 94
Fine Granulated...	3 94
Extra Fine Granulated...	4 16
Mould A...	4 37
Diamond Confection A...	4 00
Confec. Standard A...	3 94
No. 1...	3 81
No. 2...	3 81
No. 3...	3 81
No. 4...	3 81
No. 5...	3 75
No. 6...	3 69
No. 7...	3 62
No. 8...	3 56
No. 9...	3 10
No. 10...	3 44
No. 11...	3 37
No. 12...	3 31
No. 13...	3 18
No. 14...	3 12

## SYRUPS.

Corn.	
Barrels...	1 90
Half bbls...	20
Pure Cane.	
Fair...	18
Good...	25
Choice...	28

## TABLE SAUCES.

Lea & Perrin's, large...	4 75
" small...	2 75
Halford, large...	3 75
" small...	2 25
Salad Dressing, large...	4 55
" small...	2 65

## TEAS.

JAPAN—Regular.	
Fair...	2 17
Good...	2 30
Choice...	2 4
Choicest...	2 34
Dust...	10 12

## SUN CURED.

Fair...	2 17
Good...	2 30
Choice...	2 4
Choicest...	2 34
Dust...	10 12

## BASKET FIRED.

Fair...	18 23
Choice...	25
Choicest...	25
Extra choice, wireleaf...	240

## GUNPOWDER.

Common to fair...	25 23
Extra fine to finest...	50 65
Choicest fancy...	75 85
GOLONG.	236
Common to fair...	23 30

## IMPERIAL.

Common to fair...	23 26
Superior to fine...	30 235

## YOUNG HYSON.

Common to fair...	18 26
Superior to fine...	30 40

## ENGLISH BREAKFAST.

Fair...	18 22
Choice...	24 28
Best...	40 250

## TOBACCOS.

Fine Cut.	
P. Lorillard & Co.'s Brands.	
Sweet Russet...	30 232
Tiger...	30
D. Scotten & Co.'s Brands.	
Hiawatha...	60
Cuba...	32
Rocket...	30
Spaulding & Merrick's Brands.	
Sterling...	30
Private Brands.	
Bazoo...	230
Can Can...	27
Nellie Bly...	24 25
Uncle Ben...	24 25
McGinty...	27
" 1/2 bbls...	25
Columbia...	24
Columbia, drums...	23
Bang Up...	21
Bang up, drums...	19

## Plug.

Sorg's Brands.	
Spearhead...	39
Joker...	27
Nobby Twist...	40
Scotten's Brands.	
Kylo...	25
Hiawatha...	38
Valley City...	34
Flitzer's Brands.	
Old Honesty...	40
Jolly Tar...	32
Lorillard's Brands.	
Climax (8 oz., 41c)...	39
Green Turtle...	30
Three Black Crows...	27
J. G. Butler's Brands.	
Something Good...	38
Out of Sight...	24
Wilson & McCaulay's Brands.	
Gold Rope...	43
Happy Thought...	37
Messmate...	32
No Tax...	31
Let Go...	27

## Smoking.

Catlin's Brands.	
Kiln dried...	17 18
Golden Shower...	19
Huntress...	26
Meerschm...	27 30
American Eagle Co.'s Brands.	
Myrtle Navy...	40
Stork...	30
German...	15
Frog...	32
Java, 1/2 foil...	32
Banner Tobacco Co.'s Brands.	
Banner...	16
Banner Cavendish...	36
Gold Cut...	30
Scotten's Brands.	
Warpath...	14
Honey Dew...	26
Gold Block...	30
F. F. Adams Tobacco Co.'s Brands.	
Peerless...	26
Old Tom...	18
Standard...	22
Globe Tobacco Co.'s Brands.	
Handmade...	40
Leidersdorf's Brands.	
Rob Roy...	26
Uncle Sam...	28 32
Red Clover...	32
Spaulding & Merrick.	
Tom and Jerry...	25
Traveler Cavendish...	38
Buck Horn...	30
Blow Boy...	30 32
Corn Cake...	16

## VINEGAR.

40 gr.	7 28
50 gr.	8 29
\$1 for barrel.	

## WET MUSTARD.

Bulk, per gal.	30
Beer mug, 2 doz in case...	1 75

## YEAST.

Magic...	1 00
Warner's...	1 00
Yeast Foam...	1 00
Diamond...	75
Royal...	90

## WOODENWARE.

Tubs, No. 1...	6 00
" No. 2...	5 50
" No. 3...	4 50
Falls, No. 1, two-hoop...	1 30
" No. 1, three-hoop...	1 50
Bowls, 11 inch...	90
" 13 "...	1 25
" 15 "...	1 30
" 17 "...	1 30
" 19 "...	2 40
" 21 "...	2 40
Baskets, market...	35
" shipping bushel...	1 15
" full hoop...	1 25
" willow clths, No. 1 5 25	
" " No. 2 6 25	
" " No. 3 7 25	
" splint " No. 1 3 75	

## HIDES PELTS and FURS.

Perkins & Hess pay as follows:	
FURS.	
Mink...	30 1 00
Coon...	30 2 80
Skunk...	75 1 10
Rat, winter...	08 11
Rat, fall...	08 08
Red Fox...	1 00 1 40
Gray Fox...	40 61
Cross Fox...	3 00 5 00
Badger...	50 1 00
Cat, wild...	50 25
Cat, house...	10 25
Fisher...	5 00 6 00
Lynx...	1 00 2 50
Martin, dark...	2 00 3 00
Martin, pale, yel...	1 00 1 50
Otter...	5 00 8 00
Wolf...	1 00 2 00
Beaver...	3 00 7 00
Bear...	15 00 25 00
Opossum...	10 25
Deer Skin, dry...	10 25
Deer Skin, green...	05 12 1/2

## HIDES.

Green...	20 3
Part Cured...	2 4
Full "...	2 5 4
Dry...	5 6 6
Kips, green...	3 4
" cured...	5 6
Calskins, green...	5 6
" cured...	5 8
Deaconskins...	10 25
No. 2 hides 1/2 off.	

## PELTS.

Shearings...	5 20
Lambs...	25 20

## WOOL.

Washed...	12 15
Unwashed...	8 12

## MISCELLANEOUS.

Tallow...	3 4 4 4
Grease butter...	1 2
Switches...	1 4 2
Ginseng...	3 00 3 25

## OBSTACLES TO CURRENCY REFORM.

The reform of the currency bids fair to take, for a while at least, the place of the silver question as a topic of discussion. The scheme for the issue of circulating notes by both national and State banks otherwise than upon the pledge of Government bonds, which was approved by the recent convention of bankers at Baltimore, and is, therefore, known as the Baltimore plan, has, with some modifications, received the sanction, first, of the Comptroller of the Currency, next, of the Secretary of the Treasury, and, finally, of the President, who has recommended it in his message. A bill embodying it will probably, if it can be prepared in time, be submitted either to the Senate or to the house of Representatives during the present session of Congress, and although it is extremely unlikely that such a bill can be passed at this session, it will none the less serve as a peg upon which to hang debate in the newspapers and among citizens, as well as in the national Legislature.

That our currency needs reform is universally conceded, but as to what the reform should be, and how it should be accomplished, a complete chaos of opinion prevails. There is a radical disagreement as to fundamental principles and a multitude of conflicting ideas as to details. In all sections of the country errors are entertained as to the true character and functions of money, which it will take a long time to remove, and which, until they are removed, will greatly obstruct reform.

In the eyes of bank officers, and of the commercial community generally, the chief defect of our present currency is what is called its want of elasticity. The volume of silver coin, silver certificates, and legal tender notes being fixed by law, that of national bank notes by the requirement of the deposit of Government bonds as security, and that of gold by the production of the mines which yield it, an unusual demand for currency at a given point can be met, now, only by drawing it from another point and thus causing a scarcity there. For example, when the wheat, corn and cotton crops are ready to be marketed, the requisite currency to be employed in bringing them from the farmers and planters has to be drawn from New York and other Eastern financial centers, with the effect of producing at those centers a rise in the rates of interest, a contraction of loans, and a fall in the prices of commodities and securities. To remedy this evil the bankers assembled at Baltimore, and those who agree with them unite in recommending that the requirement of Government bonds as security for bank circulation be abrogated, and that all banks, both State and national, shall be allowed upon certain conditions to issue circulation against their own assets, supplemented by a deposit of a certain amount of legal tender notes as a safety and a redemption fund. The theory of this plan is that when any special demand for currency arises the banks will make a special issue of notes to supply it, that and as soon as this demand ceases the banks will retire the notes it has called out. Thus the quantity of currency available will, it is assumed, never be either deficient or excessive, and there will never be at any point either a monetary stringency or a monetary plethora.

Were the function of currency exclusively that of facilitating exchanges, any scheme which would insure the expansion and contraction of its volume at the pleasure of bank officers would be unobjectionable and might be useful. But currency serves the additional purpose of measuring the value of commodities, and, since its value in relation to those commodities is determined by its volume, any change of its volume changes its value also, and, consequently, impairs its stability as a measure of values. In this aspect inelasticity in a currency is a merit and not a defect. The advocates of elasticity complain that when an increased amount of wheat, corn, and cotton is offered for sale a dearth of currency ensues, prices fall, and the rate of interest rises. This natural and logical result they desire to prevent. In effect, they take the same ground that is taken by the advocates of free silver coinage, who demand that, since the quantity of wheat, corn, cotton, and other commodities annually produced has of late years immensely increased, while the quantity of gold in use as money has remained substantially unchanged, and thus a general fall in prices has been caused, either gold shall be discarded in favor of silver, of which the production has increased to as great an extent as that of other commodities, or silver shall be added to it, so that in either way prices shall be raised to their former level. It is extremely doubtful whether any system can be devised which will contract the volume of currency when it has once been expanded, but if it can, such an arbitrary contraction would be resented by the sellers of commodities and by the borrowers of money as much as they resent the same result when it is produced by natural causes. Before the Baltimore plan can be adopted, therefore, it must first be determined whether this varying value of currency is desirable, and whether it can be secured.

Again, the idea prevails extensively in the agricultural districts of the West and South that the chief business of a bank should be the lending of money to borrowers who desire to use it for the improvement of their property. In the debates in Congress upon the removal of the prohibitory 10 per cent. tax upon State bank circulation, this idea was very prominent. It was repeatedly pointed out by the opponents of the tax that, while money was piled up in New York and could not be loaned even at ridiculously low rates of interest, it was not to be had by farmers and planters at any rate whatever. This was attributed to the want of local banks, and it was contended that the remedy was the establishment of State institutions, free from the restrictions of Federal laws in the issue of circulation, to supply the wants of the agricultural community. Evidently, banks conducted upon this theory could not be expected to redeem their notes on demand even in legal tenders, much less in gold. They would lend the notes first to farmers and planters on the security of their land and live stock. The borrowers would next pay them out, in the purchase of implements and fertilizers and in the erection of buildings, to people who would use them in turn in the payment of their debts, and so they would eventually come into the hands of persons who would want them redeemed, either in legal tenders or in coin. Then trouble would begin. The

## Swartout &amp; Downs,

JOBBER'S OF

LADIES' AND GENTLEMEN'S FURNISHING GOODS

and

STAPLE NOTIONS.

Full and Complete Lines in All Departments.

41 South Division St.

Grand Rapids, Mich.

## MUSSELMAN GROCER CO.,

WESTERN MICHIGAN AGENTS FOR

G. H. Hammond Co.'s Celebrated Butterine

SPRINGDALE (dairy) in 1 and 2 lb. rolls and tubs.

SPRINGDALE CREAMERY in 1 lb. rolls, 2 lb. prints and tubs.

GOLD NUGGET (fancy creamery) in 1 lb. prints.

These goods took the lead in this market last season and we have reason to believe they will maintain their supremacy the coming season.

MUSSELMAN GROCER CO.

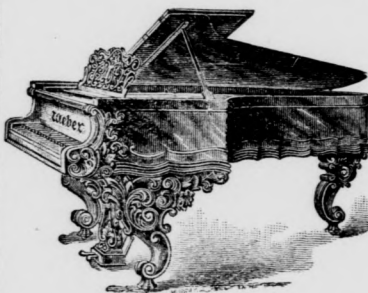
## Holiday Presents in Musical Goods. \* \* \*

An Immense Stock of

Weber, Hazelton, Fischer, Schaff and other Pianos.

A. B. Chase and Ann Arbor Organs.

Violins, Mandolins, Guitars, Banjos, Harmonicas, Accordions, Music Boxes, Etc.



Julius A. J. Friedrich, 30, 32 Canal St.

The Salt  
that's all salt

is fast being recognized by everybody as the best salt for every purpose. It's made from the best brine by the best process with the best grain. You keep the best of other things, why not keep the best of Salt. Your customers will appreciate it as they appreciate pure sugar, pure coffee, and tea.

## Diamond Crystal Salt

Being free from all chlorides of calcium and magnesia, will not get damp and soggy on your hands. Put up in an attractive and salable manner. When your stock of salt is low, try a small supply of "the salt that's all salt." Can be obtained from jobbers and dealers. For prices, see price current on other page. For other information, address

DIAMOND CRYSTAL SALT CO., ST. CLAIR, MICH.



banks which issued the notes would have plenty of mortgages on real and personal estate, but they could not immediately convert them into lawful money, and for want of this money they would have to fail and be wound up. A bank currency redeemable on demand would, therefore, fail to satisfy Southern and Western requirements.

This matter of redemption is also left by the original Baltimore plan of bank currency in a singularly incomplete condition. The plan seems to have been devised to provide for no more than the occasional failures of banks which may occur in the ordinary course of events, leaving out of consideration the extraordinary demands for redemption which may follow a drain of gold to Europe or be caused by a financial panic. A safety fund of five per cent. and a redemption fund of another five per cent., both in legal tender notes, would manifestly be insufficient in a crisis like that of last year, and even the 30 per cent. fund proposed by Secretary Carlisle, also to be composed of legal tenders, might prove inadequate. A great deal is said about making bank currency safe, but ultimate safety and immediate convertibility are two very different things. Of the ultimate safety of the legal tender promises of our Government there can be no doubt, but if they should cease to be redeemed on demand in gold they would lose much of the value as currency. Still less would a bank currency redeemable only after the collection of the assets of the banks issuing it be available in a crisis in which a large number of them should be forced to suspend payment. To be as good as gold a currency must be redeemable on demand in gold, and the fund of gold applicable to this purpose must be so large as to dissipate all fears of its sufficiency under any circumstances.

The disposal of the outstanding legal tender notes is another matter to be settled before we can have any satisfactory currency reform. These notes now amount to \$500,000,000, and, as the law now stands, not one dollar of them can be cancelled or even locked up in the Treasury. They must be reissued as fast as they are redeemed. If to them and to the \$600,000,000 of silver, silver certificates and national bank notes, which the Government practically undertakes to maintain at par with gold, should be added an indefinite amount of bank notes, no matter how well their ultimate payment may be secured, gold redemption, already difficult, will become well-nigh impossible. Unless the volume of legal tenders is reduced that of bank notes cannot safely be increased. Now, to reduce the volume of legal tenders they must either be redeemed out of a surplus revenue or be funded into interest-bearing bonds. At present there is no surplus revenue and no probability of any for a long time to come, and funding is our only resource. To fund the whole of the legal tenders even at 2½ per cent. per annum would cost the country \$12,500,000 a year, and the proposition to impose this burden upon taxpayers for the benefit of the banks would be sure to be defeated in Congress. Since, then, the legal tenders cannot be retired, we should rather seek to reduce the volume of bank circulation than to increase it, for, by withdrawing the present \$200,000,000 of that kind of paper currency, we should insure the use in its place of

a corresponding amount of Government paper, and to that extent lessen the difficulty of maintaining gold payments.

These are not all the obstacles that the framers of a scheme for currency reform have to deal with, but the mention of them suffices to exhibit the thorny nature of their task, and ought to enlist in their behalf our most charitable consideration.

MATTHEW MARSHALL.

#### Swetland's Sea Food

Is again offered at his Morton House lunch counter. The finest shell oysters and live lobsters are received by express every day direct from the seacoast, and the way they are served has won wide fame for Mr. Swetland.

### Notice of Collection of State, County and School Taxes

IN THE CITY OF GRAND RAPIDS,  
For the Year 1894.

CITY OF GRAND RAPIDS,  
KENT COUNTY, MICHIGAN,  
November 30th, A. D. 1894.

To the Taxpayers of the City of Grand Rapids, in the County of Kent and State of Michigan:

You are hereby notified that the general tax rolls of the respective wards of the city of Grand Rapids for State, County and School Taxes have been delivered to me for collection, and the payment of taxes therein assessed and levied may be made to me on all sums voluntarily paid before the 10th day of January, 1895, with an addition of One Per Cent. for collection fees. And upon all taxes paid on or after said tenth day of January, 1895, there will be added Four Per Cent. for collection fees.

That my office for the receipt of payment of such taxes is located on the first floor of the City Hall, in said City of Grand Rapids, near the east end of City Hall. That said office will be open for the receipt of such taxes, in said rolls assessed, from 8 o'clock in the forenoon until 5 o'clock in the afternoon of each and every week day, up to the First Day of March, A. D. 1895.

And said office will also be open on Friday of every week (unless such Friday be a legal holiday), and on Tuesday of every week (unless such Tuesday be a legal holiday), from the hour of 7 o'clock p. m. to the hour of 9 o'clock p. m., from the first of December, 1894, to the 10th day of January, 1895, both inclusive.

Marsh H. Sorrick,

Treasurer of the City of Grand Rapids.

Chas. Pettersch,

JOBBER OF

Imported and Domestic Cheese

Swiss, Brick and Limburger a Specialty.

161-163 West Bridge St. Telephone 123.  
GRAND RAPIDS

WALTER BAKER & CO.

The Largest  
Manufacturers of

COCOA and  
CHOCOLATE

IN THIS COUNTRY,  
have received from the  
Judges of the

World's  
Columbian  
Exposition

The Highest Awards  
(Medals and Diplomas)

on each of the following articles,  
namely:

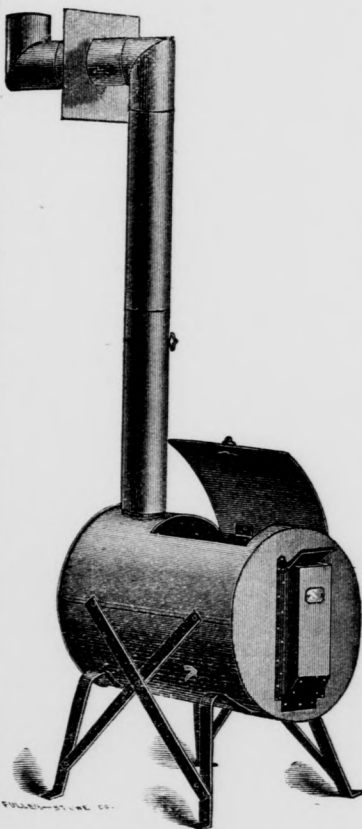
BREAKFAST COCOA,  
PREMIUM NO. 1 CHOCOLATE,  
GERMAN SWEET CHOCOLATE,  
VANILLA CHOCOLATE,  
COCOA BUTTER,

For "purity of material," "excellent  
flavor," and "uniform even composition."

SOLD BY GROCERS EVERYWHERE.

WALTER BAKER & CO.,  
DORCHESTER, MASS.

# CAR STOVE.



THE  
ONLY  
PERFECT  
STOVE

FOR  
USE  
IN  
SHIPPING  
POTATOES.

We also carry a good  
stock of plain board for lining  
cars.

Write For Price.

FOSTER-STEVENSON  
& CO. MONROE ST.

:- Wash Goods for January '95 Delivery :-

Toilet du Nord, Bates, Normandie. Fancy  
Lace effect Gingham, Palmer Seersucker in  
250 patterns. All New Spring Goods; also  
100 Cases New Spring Prints, prices range  
from 3 3-4 to 5c in Simpsons, Hamiltons, Pa-  
cifi, Cochecos and Manchester Makes. Our  
Dress Goods for Spring are unsurpassed, sam-  
ples will be shown Jan. 2nd.

:- P. Steketee & Sons, Grand Rapids. :-

## GOTHAM GOSSIP.

## News from the Metropolis--Index of the Markets.

Special Correspondence

NEW YORK, Dec. 15.—The coffee market is rather dull and buyers are not scrambling over each other in a "mad rush" to make purchases. A fair trade is being done by jobbers who have fine samples, but, with a prospect of larger supplies soon after the turn of the year, the feeling is one of unsteadiness as to present quotations. Rio No. 7 is worth 14½¢. An old firm of coffee brokers, John C. Lloyd & Co., failed Thursday. No statement of their affairs has yet been made public, but the amount will not be large.

Refined sugar is selling in an everyday way, and quotations show no change. It is likely that good sized orders for standard granulated would be filled for 4c.

Teas are quite firmly held and holders are still feeling that a rise is certain. The demand, however, shows no appreciable increase, and the interior is apparently well supplied.

In molasses the demand is light, and, upon the whole, rather disappointing. Trading is chiefly for small lots, and prices remain unaltered. N. O. open-kettle, fair, 28@30c; do. good, 31@32c; do. choice, 35@38c.

Rice is firm, with the demand of an everyday character. The supply is light.

Spices remain in the game groove, and the entire line is dull, with, perhaps, a little better tone on cloves and nutmegs. Singapore pepper, 4½@5c; Zanzibar cloves, 5½@5½c; Amboyna do., 12½@13½c.

In canned goods the trade is dull beyond precedent, and prices of tomatoes have gone down to 65c here and corn to 50c at the factory. The pack of 1894, as shown by figures coming from canners in all sections, has been "simply immense," and those who are looking for better prices in the future had better postpone still further their hopes. Peaches are as dull as all the rest of the list, and quotations correspondingly low.

Dried fruits show no animation and the market is about as for some time past. Quotations are not to be relied upon, as the general drift is to cut whenever necessary to make sales of any size. Butter is without essential change and receipts of the best grades are seemingly sufficient to keep the rate at 24c.

In cheese the market is quiet and even jobbers seem to be taking a rest. There is a confident feeling, however, regarding the future. Full cream small size State is worth 11½@12c.

The egg market is weak, most of the stock offered being not up to the mark. State and Pennsylvania are quotable at 25c; Western, fresh gathered, choice, 24c.

There is a pretty good demand for fresh fruits, both foreign and domestic. Lemons range from \$2.25 to \$3.25. Bananas are selling well and quotations are a little higher, with holders firm.

Provisions are doing better. Mess pork, \$13.25@13.75; lard, \$7.25; family beef, \$10@12.

Altogether we have to report a better feeling among dealers, both wholesale and retail. Salesmen are busy, and, although the sales are for the most part of a holiday character, staples are going well, too. All are looking forward to a good year during 1895. May the wish come true!

The brilliantly colored neckties, about which so much was written by correspondents early in the season, are apparently doomed to the dusty obscurity of the upper shelves of the shops along Broadway. The ties were of great variety and of extraordinarily vivid and striking colors, ranging all the way from bright scarlet to the sharpest possible shades of blue. They were sent over here from London, and the fact has been developed that they were the invention of the Haberdashers' Association in Great Britain, which started out in an effort to make the fashions. A convention of haberdashers and manufacturers was held, and they decided to change the dull and rather modest style of neckwear now in vogue, and make brilliant and showy ties fashionable. Nobody has ever been able to tell who makes or unmakes

the fashions either for the men or the women, but it is pretty certain now that the haberdashers cannot make the fashions for either London or New York. The market was flooded with gorgeous specimens of neckwear, the shop windows were made gay with them, and the newspapers teemed with the news of fashion's new fad in neckties. This was in London, but in a short time the same scheme was tried in New York. But the taste of the men who buy ties was evidently antagonistic to the taste of the haberdashers, for the public absolutely refused to buy, and a brilliant commercial scheme has gone to the wall.

## Jackson Post Presents a Candidate for Treasurer.

JACKSON, Dec. 17.—Post B, Michigan Knights of the Grip, held an enthusiastic meeting at the Hibbard House Saturday evening and by a unanimous vote decided to muster a goodly number to attend the annual meeting of the parent lodge, which occurs at Grand Rapids December 26 and 27.

The annual election was held at this meeting, the following gentlemen being chosen to tote the lodge grip for 1895:

President—E. A. Aylward.  
Vice-President—H. P. Rockwell.  
Secretary—W. S. Mest.  
Treasurer—A. W. Stitt.  
Sergeant-at-Arms—A. F. Peake.

The Post also decided to go to Grand Rapids with the purpose and full determination of electing one of its members, Chas. T. McNulty, to the responsible office of Treasurer of the State Association; and when the members of Post B make up their minds to secure anything they generally succeed. In this case the boys feel that there can be no more suitable candidate for the office than Mr. McNulty, who is known, not only to the Jackson Knights, but to almost every traveling man in Michigan. Mr. McNulty was one of the charter members of the order and has been among the foremost in pushing its interests. When the annual meeting was held in this city, three years ago, he labored night and day for the purpose of making the gathering a success. He is a young man of ability and integrity and a safe man in whose hands to place the funds of this important organization. While every penny of the moneys would be carefully accounted for, were it necessary he could furnish bonds in any amount required without difficulty. Always an active member, he has never asked for recognition in an official capacity and is not now seeking the place, but his brother members believe he is entitled to and should receive the unanimous support of the State Association.

A special meeting will be held at the Hibbard House next Saturday evening, at which time all who intend to make the trip will report, in order that some preliminaries may be arranged and badges supplied.

## Organization of Post J.

GRAND HAVEN, Dec. 17.—The traveling men of Grand Haven held a meeting at the Cutler House Saturday evening, Dec. 15 for the purpose of organizing a local Post of the Knights of the Grip and elected the following officers:

Chairman—Louis J. Koster.  
Vice-Chairman—J. Woltman.  
Secretary—Treasurer—J. W. Harvey.  
Sergeant-at-Arms—Geo. J. Simpson.  
Executive Committee—R. K. Stallings, J. W. O'Brien and Walter J. Baker.

It was decided to present the name of J. Woltman as Vice-President for the Fifth District at the coming convention and also to attend the annual meeting at Grand Rapids in a body. Geo. F. Owen is the unanimous choice of the Post for Secretary and will be heartily supported.

The new post is to be known as "Post J," but the members want it distinctly understood that theirs is not a "J" Post; but, on account of nearly every member having the letter "J" in his name, they think the name is rather to the point.

We are very enthusiastic over the coming meeting and every one of us is pledged to go to Grand Rapids, with his better half, and take in all the fun Post E is willing to give us.

LOUIS J. KOSTER.

## PROVISIONS.

The Grand Rapids Packing and Provision Co. quotes as follows:

PORK IN BARRELS.	
Mess.	12 50
Short cut	12 75
Extra clear pig, short cut	14 10
Extra clear, heavy	
Clear, fat back	13 25
Clear clear, short cut	13 50
Clear back, short cut	13 50
Standard clear, short cut, best	13 75

SAUSAGE.	
Pork, links	7
Bologna	5
Liver	6
Tongue	8½
Blood	8
Head cheese	6
Summer	10
Frankfurts	7½

LARD.	
Kettle Rendered	8½
Granger	7½
Family	6
Compound	5½
Cottolene	7½
Cotosnel	6½
0 lb. Tins, ¼c advance	
0 lb. pails, ¼c "	
50 lb. " ¾c "	
25 lb. " ¾c "	
13 lb. " 1 c "	

BEEF IN BARRELS.	
Extra Mess, warranted 200 lbs.	7 50
Extra Mess, Chicago packing	7 75
Boneless, rump butts	9 50

SMOKED MEATS—Canvassed or Plain.	
Hams, average 30 lbs.	9 ¼
" " 16 lbs.	9 ¾
" " 12 to 14 lbs.	10
" picnic	7½
" best boneless	8½
Shoulders	6½
Breakfast Bacon boneless	9
Dried beef, ham prices	10@10½

DRY SALT MEATS.	
Long Clears, heavy	6½
Briskets, medium	7½
" light	
Butts	
D. S. Bellies	
Fat Backs	

PICKLED PIGS' FEET.	
Half barrels	3 25
Quarter barrels	1 75
Kits	90

TRIPE.	
Kits, honeycomb	75
Kits, premium	55

## OYSTERS

I am keeping down prices notwithstanding the advance. Order at once for your Christmas trade.

Solid Brand, Extra Selects, per can.	8 20
Solid Brand, Selects, per can.	24
Solid Brand, E. F., per can.	20
Solid Brand, Standards, per can.	20
Daisy Brand, Selects, per can.	22
Daisy Brand, Standards, per can.	16
Daisy Brand, Favorites, per can.	14
Standards, per gal.	90
Extra Standards, per gal.	1 00

Oysters fine and cans well filled.  
The Queen Oyster Pail at bottom prices.  
Mrs. Withey's Home Made Jelly, made with green apples, very fine:

30-lb. pail	75
20-lb. pail	57
17-lb. pail	55
15-lb. pail	45

Mrs. Withey's Condensed Mince Meat, the best made. 85c per doz. 3 doz. in case:

Mrs. Withey's bulk mince meat:	
25-lb. pail, per lb.	6
25-lb. pails, per lb.	6¼
10-lb. pails, per lb.	6½

Pure Cider Vinegar, per gallon	10
Pure Sweet Cider, per gallon	12
Fine Dairy Butter, per lb.	20

Fresh Eggs, per doz.	17
New Pickles, medium, barrels.	5 00
New Pickles, ¼ barrel	3 00
New Sauer Kraut, barrels.	4 00
New Sauer Kraut, ¼ barrels.	2 50

## EDWIN FALLAS,

Oyster Packer and Manufacturer.

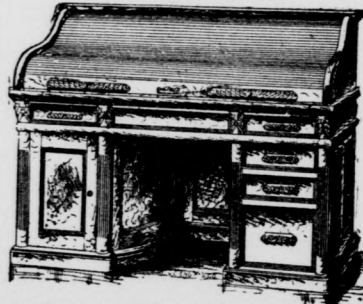
VALLEY CITY COLD STORAGE,

Grand Rapids, Mich.

If You Want an OFFICE DESK,

ROLL OR FLAT TOP,

Send for Catalogue "A."



NELSON-MATTER FURNITURE CO.,

33 to 39 Canal St.,

GRAND RAPIDS, MICH.

Moore, Smith &amp; Co.,

Wholesale Hats,

Boston.

I will be at Sweet's Hotel Thursday and Friday, Dec. 20 and 21, and shall be pleased to pay the expenses of any dealer coming to the city for the purpose of looking over my line. M. J. ROGAN.

H. M. Reynolds &amp; Son,

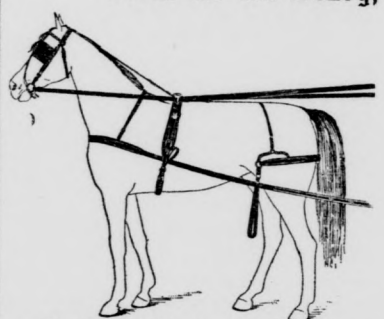
Headquarters for

STRAW BOARD

for lining

POTATO CARS.

Telephone 188.

Corner Louis and Campau  
Sts., Grand Rapids.Best Single Harness on  
Earth for the Money,

All Hand Made. Only \$8.

A strong, durable harness, especially adapted to the hard times. The saddle is leather lined, with imitation rubber or white trimmed. This harness is single strap throughout. Traces, 1¼ in.; Breast collar, 1¼ in.; Bracing, 1½ in.; Bridle with blinds and overcheck, or, if desired we will send a VERY NEAT LIGHT OPEN BRIDLE. I am so confident that this harness will suit that I will send it by express C. O. D. to any point in the State, with the privilege of examining it before paying for it and, if not satisfactory, return it at my expense. No Risk. It Will Cost You Nothing to see it.

C. H. WILMOT, Grand Rapids,  
197 and 199 South Division St.

Reeder Bros' Shoe Co.,

STATE AGENTS FOR

The Lycoming Rubber Company,

keep constantly on hand a full and complete line of these goods made from the purest rubber. They are good style, good fitters and give the best satisfaction of any rubber in the market. Our line of Leather Boots and Shoes is complete in every particular, also Felt Boots, Sox, etc.

Thanking you for past favors we now await your further orders. Hoping you will give our line a careful inspection when our representative calls on you, we are  
REEDER BROS' SHOE CO.



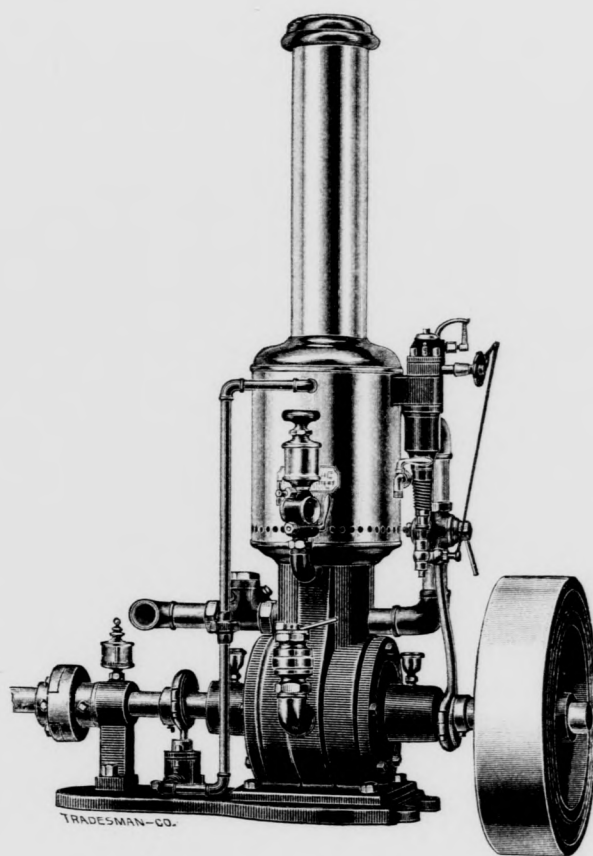
# -: ENGRAVINGS :-



of  
**ANYTHING**  
for  
**ANY PURPOSE.**



Buildings,  
Interiors,  
Landscapes,  
Factories,  
Maps,  
Plans,  
Show Cards,



Machinery,  
Patented Articles,  
Furniture,  
Portraits,  
Letter Headings,  
Cards.



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## OF ANYTHING FOR ANY PURPOSE.

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**TRADESMAN COMPANY,**

**Grand Rapids, Mich.**

Samples and Prices on Inquiry

NOW IS THE TIME AND HERE IS YOUR CHANCE TO  
**BUY JOB LOTS of HOLIDAY GOODS.**

If you are looking for Bargains, come and see what we are offering. It will more than pay you. If you are too busy to come, order by mail. We will guarantee the goods to suit you at the price.

**Lot No. 1.**

Contains a good assortment of Bisque Figures, Vases and Perfumery. Worth from 80c to \$1.50 per doz.

**Job Lot Price 42c Doz.**

**Lot No. 2.**

Contains Bisque Match Safes, Bisque Figures, China Vases and Perfumery. Worth from \$1.50 to \$2 per dozen.

**Job Lot Price 75c Doz**

**Lot No. 3.**

Contains Large Vases, Bisque Figures, Glass Baskets and Perfumery. Worth from \$2.25 to \$4.00.

**Job Lot Price \$1 98 Doz.**

**Lot No. 4.**

Contains a beautiful line of Cups and Saucers. Worth from 2.25 to 4.00 doz. Would make a splendid Assortment to run for a quarter.

**Job Lot Price \$1.89 Doz.**

**Lot No. 5.**

Doll Bargains. A regular 1.50 per doz. Doll. 15 in. long, washable head, hands and feet, with hair and glass eyes.

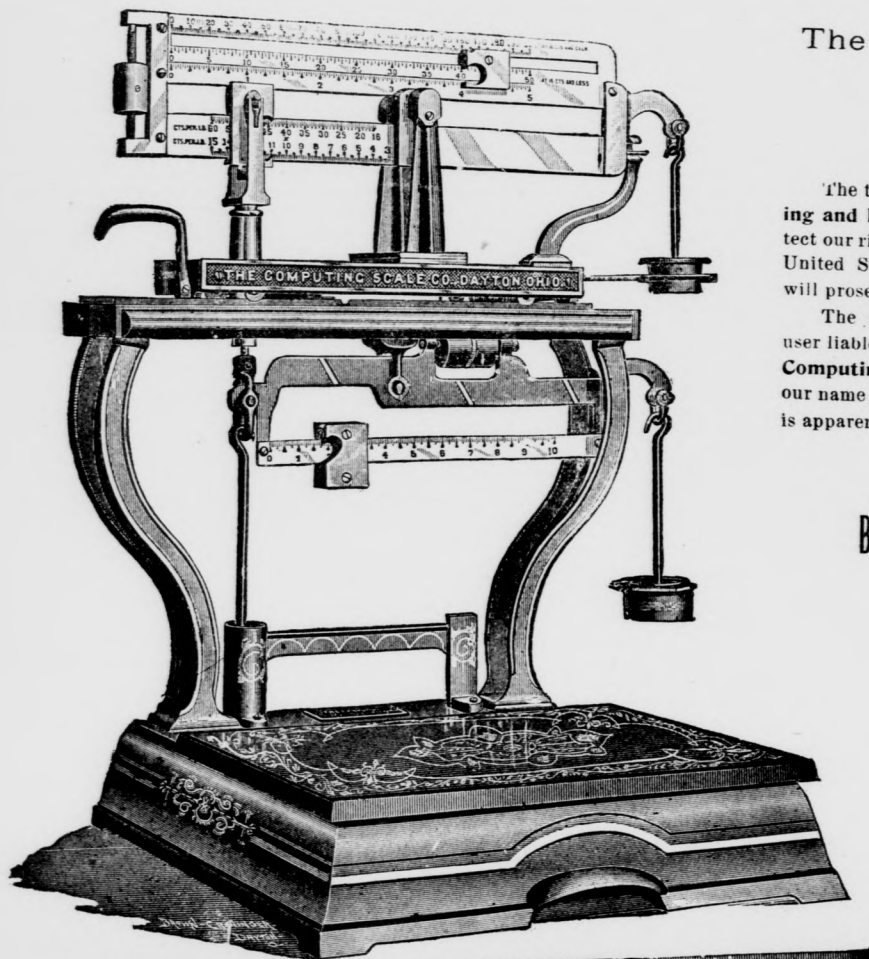
**Job Lot Price 75c Doz.**

**Lot No. 6.**

Another Doll Bargain. A regular 50c retailer. Patent washable doll, 19½ in. long, patent leather shoes, colored stockings. Would make a big leader for 25c.

**Job Lot Price \$2.00 Doz.**

**H. LEONARD & SONS, GRAND RAPIDS, MICH.**



**The Dayton Computing Scale**

**WARNING--To Users of Scales.**

The trade are hereby warned against using any infringements on **Weighing and Price Scales and Computing and Price Scales**, as we will protect our rights and the rights of our general agents under Letter sPatent of the United States issued in 1881, 1885, 1886, 1888, 1891, 1893 and 1894. And we will prosecute all infringers to the full extent of the law.

The simple using of Scales that infringe upon our patents makes the user liable to prosecution, and the importance of buying and using any other **Computing and Price Scales** than those manufactured by us and bearing our name and date of patents and thereby incurring liability to prosecution is apparent.

Respectfully,

**THE COMPUTING SCALE CO.**

**BE SURE YOU BUY THE DAYTON COMPUTING SCALES.**

**See What Users Say:**

"We are delighted with it." The Jos. R. Peebles Son's Co., Cincinnati, O.  
 "Would not part with it for \$1,000." Dan. W. Charles, Hamilton, O.  
 "It saves pennies ever time we weigh." Charles Young, Adrain, Mich.  
 "They are worth to us each year five times their cost." Raup & Hayman, Constantine, Mich.  
 "We are very much pleased with its work." Henry J. Vinkemulder & Bro., Grand Rapids, Mich.  
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